COACH MART

The weekly for the coach industry

Issue 662 £1 October 24th, 1991

COMING OUT OF RECESSION?

COACH & BUS 91

Signs of optimism at BCC show

Carlton P.S.V.

IMMEDIATE DELIVERY — NEW NEOPLANS

Skyliner, Mercedes V Twin Turbo, 77 recliners, toilet, full spec

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AEC

1977 Plaxton Express, 53 seater, semi-auto gearbox, Bristol Dome, white/black exterior, autumn tint moquette. MoT 03.10.91. Stock No. 0006.

VOLVO

1983 B10M Jonckheere P599, 48 seats, 6 speed gearbox, curtains, toilet, drinnks machine, MoT 29.11.91. Stock No. R037.
1983 Volvo B10M 12 metre, 57 seater, Duple Laser, PA/radio/cassette, 6 speed ZF manual gearbox, MoT 15.07.92. Stock No. 1074.
1980 B58 Air/Leaf Dominant, 12 metre, 53 seats, 48 recliners, 5 fixed, automat g/b, power door, tinted windows, curtains, side lockers, MoT 17.12.91. Stock No. 0012.
1973 B58 Plaxton Supreme, 11 metre, 53 (remoquetted) seats, X'Press doors, side lockers, MoT 03.10.91. Stock No. 1047.

BEDFORD

1980 PJK, 29 seat, Duple Dom, Stock No. 0007.
1975 YRQ Plaxton, 45 seats, power door, side lockers, private plates, Stock No. 1062.

LEYLAND

1982 Duple Dominant, 51 reclining seats, 6 spd gearbox, side lockers, MoT 21.01.92. Stock No. 9033.
1981 Plaxton, 53 seats, 5 spd split gearbox, autumn tint moquette, side lockers, MoT 13.06.92. Stock No. 1073.
1981 Leopard Duple Dominant, 53 seats, 6 speed ZF g/box, red moq, livery white. Stock No. M9012.
1981 Leopard Plaxton Supreme, 12 metre, 49 recliners, 6 speed ZF gearbox, cream interior, autumn tint moquette. MoT 25.10.91. Stock No. 9011.
1980 Leopard Plaxton Supreme, 11 metre, 53 (remoquetted) seats, X'Press doors, 6 speed ZF gearbox, side lockers. Stock No. 9009.

SCANIA

1986 K112 Plaxton 3500, 55 reclining seats, demountable toilet, double glazed, retarder, curtains, radio/PA/cassette, MoT 01.03.92. Stock Number 1063.

CUMMINS

1985 Duple 425 (Cummins), 6 speed automatic g/box. 54 recliners, curtains, radio/PA, toilet, drinks machine, TV monitors, continental door, courier seat.

SETRA

1987 S215 HR (Rational) Mercedes, V8 engine, 6 speed ZF gearbox, Voith retarder, 47 recliners, toilet, drinks, fridge, TV, Webasto, curtains, MoT 9.6.92. Stock No. 1072.

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CONTENTS

COACH MART
Issue 662 £1 | October 24, 1991

5 News: National Express alters routes and drops fares - page 5; collapsed Carlyle sells vehicles - page 6; public transport minister promises to help tourism in London - page 7; Optare's first Vectas go to Caldaire and Alexander gets Mercedes contract - page 9; top speaker lined up for *Coachmart* seminar - page 10.

12 Fleet Update: Brandon impressed by Van Hool; Castleways pursues excellence; Sewards swoops for DAF.

Lowland extends fleet

– page 13

15 COVER Coach & Bus '91: *Coachmart's* reporters bring you all the news and views from the long-awaited NEC show.

19 Letters: An operator is frustrated by the attitude of a tourist board; and parking arrangements at a big rugby match annoy a reader.

20 Mealstop: EuroDisney gets a distinctly cool reception; Roger Freeman gets in the picture; and the BCC journal is nearly first with the news.

23 Question Mart: Marksman answers more of your questions, including one from a Yorkshire operator concerned about First Aid legislation; and another about police action over tachograph discs.

25 Profile: Mike Morgan tells how Boon's of Boreham has boomed in the recession.

31 Licensing & Legal: Tribunal upholds Target Travel ban; disciplinary action against Burman of Tamworth is adjourned again.

35 Kortrijk: Exclusive report from the eleventh European Coach & Bus show in Belgium.

39 Coach Tours & Excursions: There's details of a huge new coach facility to be built in France; a call for cash help for the West Country; news from the Coach Tourism Council; and the latest information about next year's British Travel Trade Fair.

Boon's of Boreham lines-up for a profile

– page 25

COMMENT

COACH & Bus '91 had been billed as one of the most important industry events for years and a chance to forget about the recession and the dire state of the manufacturing industry.

And there can be no doubt that the show at the NEC in Birmingham was a resounding success. It produced more visitors than ever before who came to see an unprecedented array of new vehicles and products.

There was guarded optimism from the exhibitors who nonetheless reported genuine interest from operators in the vehicles and services on display.

Clearly, all in the industry's garden is not rosy. But with tour wholesalers reporting above-average bookings, a general upturn in the domestic market and the enthusiasm with which the industry is greeting the new year, a few buds are starting to form at grass roots level.

They could all be wrong but perhaps we can after all look forward to a blooming good summer.

IT'S not just the manufacturing industry at Coach & Bus '91 which has put its money where its mouth is.

Tucked away at the back of the hall was Welcome Stop Orange... an £8.5 million venue in southern France which promises to answer the prayers of many drivers and operators running into Spain and Italy.

It's a British idea using a large number of British staff. Unfortunately, the money has come from offshore venture capital.

Entrepreneur, Jerry Cathcart, has watched, he says, while the City fleeced others like him. It's his view that many 'big' small businesses are now working for the bank short-term, so he went somewhere where he felt the investors had enough vision to take a long-term risk.

Anyone who has spoken to Jerry, his workshop manager, John Jones, or any of the other project staff will know they are knowledgeable and determined, well financed and forward looking. Find out more on the CT & E pages 39 and 40 or, if you can't believe it, drop in at Welcome Stop Orange next summer.

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1987 (E) Jonckheere Jubilee P50 DAF MB, 51 recliners, full executive specification .....**£62,500** + VAT

1986 (C) Volvo B10M Caetano Algarve, 53 recliners, radio/PA, power door .....**£49,000** + VAT

1984 (B) Mercedes Neoplan Cityliner, 53 recliners, sunken toilet, TV, video, coffee machine, refrigerator, reconditioned engine .....**£47,500** + VAT

1979 (T) Leyland Leopard Plaxton Supreme, 52 seater, radio/PA/cassette .....**£10,000** + VAT

AVAILABLE SHORTLY – 1990 (H) Jonckheere P599 Deauville MAN 16.290, 51 Vogel Quadro 3000 recliners, centre sunken toilet and continental door, driver's bunk, double glazing, full executive specification. Sensible offers invited for this low mileage, high spec, luxury coach.

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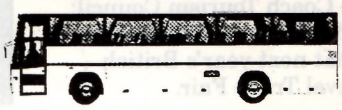


Jonckheere UK Ltd, 3 Weddell Way, Brackmills, Northampton NN4 0HS

■EXPRESS SERVICES

National Express changes routes and drops fares

NATIONAL Express has made 10 major route changes to its winter timetable and dropped fares on many services.

'The winter is traditionally a quiet time for travel,' said marketing director, Bernard Davies.

'This should encourage more people to take advantage of the value for money offered by coach travel.'

Among new services are an hourly London-Dover link with an 0350 early-morning departure in time to meet ferries, a Yorkshire-Birmingham link, Bolton-East Midlands route requested by the Asian community and a non-stop departure from Swansea to London.

• NatEx's 425 Rapide service to Heathrow and Gatwick starts next week, knocking three hours off the coach journey time from the Newcastle area, and 90 minutes off the trip from Yorkshire.

• Entry to major attractions and scheduled coach travel are included in NatEx's Great Days Out tickets.

The package deals are available over the counter at travel agents and National Express offices.

• Caledonian Express is selling its 30 percent discount coach cards for OAPs and students at £1 until the end of November.

The cards - normally £5 - are valid until the end of 1992.

■SELL-OFF

LT bids blamed for Boro'line problems

THE decision to bid for tendered LT routes in 1989 began the decline of up-for-sale Maidstone Boro'line, it was revealed this week.

Managing director, David Coupland, said the cost to debt-ridden Boro'line of running the new routes had been underestimated.

The combination of investment in new vehicles and bases, and a divergence of interest for management, led to a situation where the municipal lost £1.2 million on a £7.5 million turnover.

'The combination of all those things led to the disastrous situation we saw in 1989/90,' said Mr Coupland, who joined Boro'line and began a troubleshooting exercise earlier this year.

'We've reduced our admin staff by 25 percent - from 32 to 24,' he told *Coachmart*.

Mr Coupland admitted Ken Morgan's Bygone Buses had taken cash off Boro'line's bottom line.

Now Maidstone and District has registered routes in direct competition to Boro'line, adding to its bus operating difficulties.

Mr Coupland revealed that the company is now reducing its coach operation by swapping two DAF Van Hools, acquired on lease from Hughes DAF in 1990, for a number of DAF's Ikarus city buses.

'The coaches lost Boro'line quite a bit of money in 1990/91. I'm addressing this by shrinking the fleet,' he said.

Mr Coupland is heading two bids for his company.

He confirmed he has sufficient interest in a management buyout, and is canvassing employee interest in a MEBO or ESOP.

■BUYOUT

Clydeside 2000: new name and livery.

Clydeside Scottish buyout goes through

THE three-year fight to buy the Clydeside Scottish ended in victory when the company became the last to be privatised in the Scottish Transport Group's sell-off.

It has been revealed that more than 600 of the company's 850 employees managed to raise 67 percent of the necessary minimum share capital in just a week. The average stake per employee is thought to be around £1,000.

The company has been renamed Clydeside 2000 and is being run by new managing director, Malcolm Roxburgh. Also in the new management team is finance director, Eddie Craik, and chairman Graham Cumming, who is chief executive of Luton & District - the company which provided the model for the employee buyout.

■BUS

GMPTA brings in new ticket scheme

GREATER Manchester Passenger Transport Authority's policy committee has revealed details of the new pre-paid ticket scheme developed by bus operators following the withdrawal of Greater Manchester Buses from the scheme.

GMB gave the Passenger Transport Executive three months notice in August that it was quitting the scheme, which is run by the PTE on behalf of 60 commercial operators in Greater Manchester.

The policy committee was told that following talks with operators, exisiting saver tickets - except annual tickets - will cease to be valid on services from November 23 and a new range of tickets will now be provided by operators who opt into the new scheme from November 24.

The new tickets range from an EveryBus Saver - giving access to the whole bus network - to concessionary day fares and weekly tickets.

Policy committee chairman, Councillor Jack Flanagan, told *Coachmart:* 'It is not a full replacement for the old scheme, but we are very pleased that operators have agreed that some form of pre-paid ticket scheme is to continue.'

BRIEFS

● **GMB has replaced an Olympian's engine with a new Gardner turbocharged LG 1200 environment-friendly unit.**

The low-emission 12.7 litre engine developed from the DT series is small enough to allow Voith transmission to be fitted as well as the usual ZF automatic gearbox.

The re-engined vehicle is being assessed by GMB engineers.

● CAPITAL Citybus and Lea Valley have taken over LT routes 123 and W16 respectively - both formerly operated by London Forest.

● **GREATER Manchester PTA has taken the decision to continue a regime of not subsidising Christmas and New Year bus services.**

'It is with great regret that we have, once again, been forced to make this decision,' said councillor, Jack Flanagan.

'Owing to continuing financial restraints, we have been unable to fund Bank Holidays throughout the year.'

● EASTERN Scottish, of Edinburgh, is to re-equip its fleet with Wayfarer 3 ticket systems.

In all, 375 machines will be installed, following a year's assessment of the product.

In the past 18 months, 3,000 Wayfarer 3 machines have been installed at companies in the UK.

● **BUS & Coach Training has produced a handbook of its courses and training.**

The Bus & Coach Council sister company hopes the 24-page booklet will encourage companies to take up training opportunities BCT offers around the country.

Copies are available from Bus & Coach Training, 40 High Street, Rickmansworth, Herts, WD3 1ER.

Phone 0923 896607 for details.

■VEHICLE SALES

Former Carlyle sales chief sells off vehicles

NEW and used vehicles unsold following the collapse of PSV bodybuilder, Carlyle, are being sold by former sales director, Chris Jones, from the company's Edgbaston headquarters.

Liquidators, Ernst & Young, moved in on the eve of the Coach & Bus '91 show when it became the latest victim of the recession.

However, following discussions with the liquidators, it was agreed that Mr Jones should try to find a market for around 40 unsold vehicles.

Carlyle: vehicles are now being sold from old premises.

Mr Jones told *Coachmart* that he was acting on behalf of finance companies which had new, used or hired Carlyle vehicles.

He added that in the first two weeks he had managed to find buyers for 12 vehicles.

A spokesman for Ernst & Young said that his company was currently looking to sell part or all of the Carlyle business and that it had been in contact with a number of interested parties.

■RECEIVERSHIP

Family coach firm calls in receivers

A FAMILY coach company - which has been operating since 1948 - called in the receivers earlier this month after its bank refused to lend it money to pay staff wages.

Horse Shoe Coaches, based in Kempston and London, went into voluntary liquidation despite having valuable assets.

Accountant, Matthew Tate, said: 'We were called in because it had no money to pay the wages even though the company owns enough assets to finance it.

'However, the bank would not lend the money and it is difficult to sell a coach overnight.

'Banks are quite happy to write off millions of pounds worth of world debts and the like, but they have to draw the line somewhere. I would not like to say they are wrong, it is just very sad.'

Horse Shoe, one of the area's largest privately owned operators, employed 37 people.

Now receivers are trying to decide whether the company should sell its assets, or dispose of the company as a going concern.

■DEALERSHIP

Volvo appoints a new sales dealer

VOLVO Bus has appointed Salvador Caetano (UK) as a sales dealer for its range of touring coaches.

Based in Leicestershire, Caetano will sell Volvo B10M and B6R coach chassis fitted with its own bodies. The B10M/Caetano body is well established in the market-place.

Caetano has already secured one order for its coachwork on the new B6R midi chassis. The body specified is the brand new Algarve II luxury 35-seater midi coach.

■TOURS

Salou wins big orders from operators

SPANISH resort Salou got a warm response from operators when it went all out for more coach visits... taking orders for 50,000 bed nights in three days.

The delegation at Coach & Bus '91 had hoped to boost awareness at the show, following a summer in which German, French and other European coach operators supplied the lion's share of holidaymakers.

But the UK trade surprised Josep Maria Perez and Mariano Ortiz, from the Salou Tourist Authority, when operators stepped up to put their cash on the table.

'In all, 62 operators went to the stand to talk business,' said a spokesman for Salou TA.

'The result was business which amounts to around 100 additional coachloads in 1992.

'We had already predicted a very wide scope for development of the resort in the British coach industry, complementing the air package trade. Salou is one of few Spanish resorts within 24 hours' drive,' added the spokesman.

'The response to Salou's drive for more coach holidays was excellent. There are currently 10 operators featuring Salou, including Siesta and Cosmos, but there is clearly room to increase this market sector.'

■BUS

Dominators head north

A REPEAT order for four Dennis Dominators has been made by Grimsby-Cleethorpes Transport.

The vehicles will have a Cummins L10 engine and Voith automatic gearbox.

● *Dennis' continental sales push - see page 35.*

■TOURS

Freeman promises to help London tourism

PUBLIC transport minister, Roger Freeman, has promised to introduce a series of measures to help tourist coaches in London next summer.

Speaking as he opened last week's Coach & Bus '91 Show, Mr Freeman pledged to bring in half-a-dozen measures to make sure tourists can get round the capital easier.

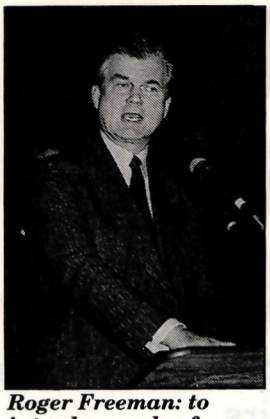
Although he refused to elaborate on Government plans to boost next year's 'Year of the Coach' initiative, Mr Freeman told *Coachmart* that he would be introducing a code of practice for coach operators.

'One of the big problems is foreign coaches coming into London from Dover and parking illegally.

'I shall be looking at that problem in particular and will have some legislation in force before the start of the next holiday season.'

Mr Freeman also promised a response to the Bus & Coach Council's 'Buses Mean Business' campaign.

He hinted that money may be made available in Chancellor Norman Lamont's Autumn Statement next month.



Roger Freeman: to introduce code of practice for operators.

He said: 'I hope that we can support the industry with demonstration projects.

'We are looking at ways of trying to improve the role of the bus.'

Tighter controls on dirty buses were also promised by Mr Freeman. He announced that from next summer the Government would be introducing scientific checks to control exhaust emissions.

He said: 'If a bus does not pass the clean air test then it will be taken off the road.

'At the moment there is no real measurement of smoke coming out of buses. By next summer apparatus will be available to check noxious fumes.'

● *A four page review of Coach & Bus '91 starts on page 15.*

■SHOW

Coach & Bus '91 boosts industry

THOUGHTS of the recession were temporarily swept away at the three-day Coach & Bus '91 show last week.

The event at the NEC in Birmingham proved to be a great boost for the industry with more than 11,000 visitors attending - a 30 percent increase on the last show two years ago.

And the organisers, The Bus & Coach Council, said that it had received good feedback from exhibitors who aim to convert the strong leads they had obtained into new business.

'Each successive show has been bigger and better,' the BBC's director of membership and regions, Philip Carlisle, told *Coachmart*.

'We believe that we have the right mix of exhibitors, from vehicle, components and services to tourism attractions and facilities.

'At times we were almost overwhelmed with visitors arriving at the show and we will certainly aim to provide increased capacity for registration in 1993.'

BCC officials were also pleased with the response to its stand at the show and reported a significant number of membership enquiries from visitors.

■MAINTENANCE

Lucas warns operators to take care this winter

COACH operators who believe that diesel fuel does not wax above minus nine degrees centigrade will make a costly mistake this winter, says Lucas, the automotive electrics specialist.

Lucas warns that wax begins to form at minus four - a temperature reached even in the mildest winter.

Although diesel fuels contain a certain amount of additives to achieve the minimum set specification, this is not enough to prevent waxing.

The additives inhibit crystal growth, but any formation will constrict the flow of fuel.

Lucas offers D-Wax fuel heaters which automatically raise the temperature of the fuel to a point where waxing is avoided.

Permanently fitted to a vehicle all year round, they are thermostatically controlled, so only heating the fuel when necessary.

Fuel heaters are available for almost every make of coach.

For agglomerator flow systems there are models for both cartridge and spin-on type filter elements, and an in-line, universal fuel heater is available for use with the filter flow systems.

■BRIEFS

● **SOUTHAMPTON and District Coach Operators Association is holding its annual dinner on Thursday, November 28 at the Masonic Centre, Botley, Southampton.**

Tickets - costing £17.60 each - are available from M Pressley, Angela Coaches, Lowford, Bursledon, Southampton, SO3 8ES. Tel: 0705 403170.

● MIDLAND Fox has been given permission to open its second ticket shop in a local Leicester hospital.

Following a successful pilot scheme at Leicester Royal Infirmary, it has now being given the go-ahead to extend the service to Glenfield General Hospital.

● **KENTISH Bus is delivering 100,000 leaflets to householders in its area to promote the environmental benefits of public transport.**

The Northfleet-based operator has also produced information packs for primary and secondary schools.

● TRANSPORT Secretary, Malcolm Rifkind, will be the principal speaker at the Bus & Coach Council's annual dinner on Wednesday, February 5 at the Connaught Rooms, Covent Garden, London.

He follows public transport minister, Roger Freeman, who was the special guest at this year's event.

● **A PAY and display scheme is now operating at Cutty Sark Gardens coach park in Greenwich.**

Charges are £3 for up to two hours and £6 for up to four hours.

It is open daily from 8 am to 6 pm (April to September) and 8 am to 5 pm (October to March).

● CHRIS Moore has been appointed general manager of the southern region of ATS, Britain's largest specialist tyre distributor.

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■BUS SALES

First Vectas for Caldaire

OPTARE'S award winning Vecta has found its first buyer since its launch earlier this year.

Caldaire, the progressive North-East group, has ordered two for its Teeside Motor Services fleet.

The 10-metre vehicles will be based at the Stockton depot and operate on commercial and tendered services throughout Teeside.

Ken Hodgson, chairman of Caldaire Holdings, told *Coachmart:* 'These Vectas represent a double first for Caldaire. Not only are they the first Vectas to be bought in the UK; they are also the first ever new buses bought by the Teeside Motor Service company which we acquired last year.'

The Vecta has low emission (9 NOx) MAN engine and ZF 4HP500 gearbox with integral retarder.

Its Delta inspired body styling features Alusuisse construction and comes with full Diptac, soft trim on non-slip rubber floor covering.

Caldaire is to add a further two Deltas - also for the TMS fleet - following an earlier purchase of the DAF SB220-based bus for its United subsidiary.

The new vehicles will be delivered to Caldaire in December.

Vecta: represents a double first for Caldaire Holdings.

■MANUFACTURING

Alexander gets Merc contract

ALTHOUGH the UK must wait nearly two years for the promising Mercedes-Benz 0404 coach, Scottish bodybuilder, Alexander, is to body the German giant's 0405 citybus. The first demonstration vehicle will be ready before the end of 1991.

Mercedes has had several stabs at the UK coach market over the past 25 years, but has failed to make a big impression on the full-size PSV market. Despite success with its top selling midibus range, it is nearly 20 years since its last attempt to launch a big bus - then with Northern Counties body. Now it is back with a range of vehicles which sells well in Europe.

The 'new generation' 0405 has advanced safety features as standard - anti-lock braking (ABS) and acceleration skid control (ASR). It has Mercedes' own engine driving through a ZF HP500 gearbox. The OM447h six cylinder in-line engine produces 214 bhp with a peak torque of 594 LBf ft between 1,100 and 1,400 rpm.

Alexander's prototype body will blend Mercedes front-end styling with the standard aluminium PS gasket-glazed design.

It will seat 53 with 24 standees and is said to have wide entrance, low steps and broad gangway between continental type seating.

■MANUFACTURING

Datatrak introduces new locator unit

DATATRAK, provider of the UK's only fully integrated location and mobile communications system for the bus and coach sector, has launched a new in-vehicle locator unit.

Locator 2 is over 50 percent smaller than previous models. The locator is the key element in the Datatrak automatic vehicle location and communications system which is manufactured under BS5750 quality standards and undergoes vigorous testing.

Datatrak is a Securicor subsidiary. Its major users include London Ambulance Service, the RAC, Rothmans and Kelloggs. It is seeking partners throughout Europe to install and manage its networks.

■BUS

Black Prince: more room at new Morley premises.

Black Prince on the move

BLACK Prince, the West Yorkshire coach and bus operator, has new premises in its home town of Morley, near Leeds.

The company moves from cramped premises at Gildersome to give scope for future expansion up to 60 vehicles. It currently runs a fleet of 25 - mainly buses on tendered routes and commercial services. Competition since deregulation on the Leeds-Morley corridor witnessed a long-term battle with Yorkshire Rider's fleet of Micro Rider minibuses.

Additional maintenance facilities at the company's Texas Street headquarters will be retained - at least in the short term. The new depot requires conversion to suit Black Prince's needs after its previous use by a crane and platform company.

Black Prince has recently collected a new vehicle from East Lancashire Coachworks of Blackburn. The company followed in the footsteps of Drawlane subsidiary, Midland Red North, by having one of its coaches re-bodied.

So far this semi-automatic Volvo B58 with East Lancs EL 2000 coach-seated coachwork remains unique.

■FIXTURES

KHCT chief to speak at *Coachmart* seminar

KEITH Bastow, managing director of Kingston upon Hull City Transport, has been added to the already impressive list of speakers at next month's *Coachmart* 'Into Europe...' seminar.

Municipal-owned KHCT is one of the country's most progressive companies when it comes to developing a European connection.

It already has two interests on the continent - Kivits Reizen BV in Holland and Voyage National in France.

In his presentation, Mr Bastow will give operators an insight into how and why his company decided to target Europe and the problems faced by a British firm on the continent.

He will also give his views on how well placed the Europeans are to invade our shores.

Keith Bastow: will tell operators why KHCT targeted Europe.

Mr Bastow has joined Vernon Edwards, Dennis Specialist Vehicles sales and marketing director, Charles Buchanan, marketing manager at Eurotunnel, coach consultant, Peter Rogers, and David Fenton, coach operations manager at Saga, as guest speakers at the seminar, which takes place on Thursday, November 7 at Wolverhampton's Novotel.

Tickets for the event cost just £49.99 plus VAT (£58.74 in total).

Further details can be obtained by contacting David Penford, EMAP Response Publishing, Wentworth House, Wentworth Street, Peterborough, PE1 1DS. Tel: 0733 63100, fax: 0733 62656.

■BUS

London bus fares go up

FARES on London's buses are to rise by an average of seven-and-a-half percent at the beginning of next year.

London Transport says the rise is above the general price inflation, but in line with the current level of wage rises. LT announced the rises, which affect buses, underground and Docklands light railway, in the same week that British Rail confirmed that its fares were set to rise by an average eight percent.

On the buses, LT says many single adult fares will be unchanged - the others will mainly go up by 10p. It also claims the fare structure will be simplified so that - for example - outside the central area after the morning peak there will usually be just two fares - 40p and 60p.

Flat fares for children will continue, with no change to the 40p payable in the morning peak, but an increase of 5p on the 25p fare at other times.

Travelcard and bus passes will go up slightly more than average. With the exception of the central zone ticket, all period tickets will continue to show savings compared with the cost of ordinary fares five days a week.

The newly introduced LT Card - a one-day ticket which can be bought in advance to give unlimited travel at all times of day - will not change in price.

■FERRY

Hull becomes coach gateway to Europe

EUROLINES and North Sea Ferries have signed a deal which enables travellers from Scotland and the north of England to use National Express connections to go to the continent from Hull.

National Express: providing local connections to board ferries from Hull.

The route, being introduced at the end of the month, means passengers now have an option to making the long trip down to Dover for a Channel crossing to Europe.

The overnight Hull crossings land at either Rotterdam or Zeebrugge and there is a scheduled coach connection to Paris at the latter destination.

■PEOPLE

Peter Shelley gets on board

A MAN who co-founded Southampton-based bus and coach operator Solent Blue Line in 1987, has been appointed to the board.

Peter Shelley - who left Southampton City Transport to help set up the company - is the first new director to be appointed to the board of Solent Blue Line, which is part of the Southern Vectis Group.

A busman for 12 years, Mr Shelley (35) started his career as a traffic trainee with Darlington Transport in 1979 and was with Bebbs Travel of South Wales and Cardiff Buses before moving to the south coast in 1985.

Mr Shelley is a member of the Institute of Transport Administration and secretary of the Hampshire section of the Bus & Coach Council.

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MILEAGE I$ MONEY.

New G391, the extra mileage truck tyre.

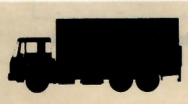
- **Higher Mileage**
- **Extra Safety**
- **Increased Retreadability**

The new G391 truck tyre benefits from all the experience Goodyear gained in developing the Flexomatic tread. You can benefit too.

In many tests, the new G391 has improved mileage by more than 15%*. Its deeper non-skid tread depth, combined with the new four belt construction, providing a major breakthrough in higher mileage. Add Goodyear's reputation for retreadability and superb control in the wet, and you've an unbeatable package – more mileage, more safety and more profit.

How's that for a long-distance investment?

*COMPARED TO ITS PREDECESSOR.



GOODYEAR

ENGINEERED BEYOND EXPECTATION.

You've been buying...You've been buying...You've been buying...You've been buying...

Brandon is bowled over by Van Hool

BRANDON Coaches, of Scarcroft near Leeds, has obtained a secondhand DAF-engined Van Hool for its own programme of tour work and private hire.

Director, John Midgley, says that after a series of late summer tours the coach is proving to be a reliable addition to the fleet.

He added: 'The rear-engined Alicron is comprehensively equipped to full executive specification, including double-glazing, Telma and exhaust brakes, tempo 100 and stainless steel exhaust system.'

Mr Midgley would not be drawn on the exact age of his new flagship, which has a personalised number plate.

He told *Coachmart:* 'Although several years old, no refurbishment has been carried out and the coach is in as-new condition inside and out.

'Credit for this must go to the meticulous maintenance programme carried out by the previous owners who were J & J Longstaff & Sons of Mirfield, Yorkshire.

'Being identical to the current new models it is expected that, with the private registration plate, this coach will remain on top class work for quite some time to come.'

Optare Deltas prove to be OK with Bishop Auckland firm

OK Travel, of Bishop Auckland, County Durham, has recently added four new Optare Delta buses to its fleet of around 160 buses and coaches.

The new vehicles were supplied by Hughes DAF from stock and are being used on local service work between Sunderland and Peterlee.

The Delta is based on the DAF Bus SB220 underframe, which is coupled with the stylish Optare body to provide a package designed to appeal to passengers, drivers, engineers and the operator.

Optare uses the state of the art Alusuisse body construction system on its vehicles.

This manufacturing technique is claimed to ensure longevity, durability, ease of repair and long-term cost effectiveness.

East Surrey picks Optare

ANOTHER 'new generation' Optare Metrorider has been bought by East Surrey for its expanding fleet of local service vehicles.

The East Surrey fleet totals 24 vehicles, six of which are Optare manufactured. Managing director, Mike Walter, first purchased an Optare StarRider in January 1988. He has continued to buy on a regular basis since then and built up to a level of four StarRiders before moving on to the MetroRider in April last year.

East Surrey's latest bus is used on town service in and around Caterham to the south of London. It is capable of carrying a total of 46 passengers - 33 seated and 13 standing.

The moquette trimmed seats have polished chrome grab rails to assist passengers and standees.

Passenger and driver appeal is improved with the full soft-trim co-ordinated interior and tinted windows.

Mechanical specification on the integral vehicle incorporates Cummins 6B 115 bhp diesel engine and Allison AT545 fully automatic transmission.

You've been buying...You've been buying...You've been buying...You've been buying...

Sewards swoops for new coach

SEWARDS Coaches, of Axminster, Devon, has taken delivery of a new DAF MB 230 LB in the company's distinctive livery.

Bodywork is by Salvador Caetano of Portugal. The 3.55-metre Algarve is to luxury specification with 53 reclining passenger seats plus courier. Tinted side windows with curtains and full soft trim add to the luxury ambience.

Also fitted are Blaupunkt audio equipment, power plug door with peage window, and full height continental door.

The latest addition will join a mixed selection of other Caetano vehicles supplied recently - DAF SB 2305 DHS/Algarve 3.35 low driver, MAN 10.180/Algarve 35-seater and Toyota Optimo 21-seater.

Castleways pursues excellence

CASTLEWAYS of Winchcombe, Gloucestershire, claims to be in pursuit of excellence in the minibus market.

It has bought a new Toyota Optimo II luxury mini-coach built to 21-seat GL specification by Salvador Caetano of Portugal.

It will be used on small party tours and executive private hire duties.

Its GL specification includes courier seat, Blaupunkt radio/PA/cassette, power plug door and full soft trim with centre gangway carpet.

Demo leads to Lowland order

WALTER Alexander has supplied Lowland Omnibuses with its first full-size service vehicles since privatisation. The order followed a successful demonstration tour earlier this year.

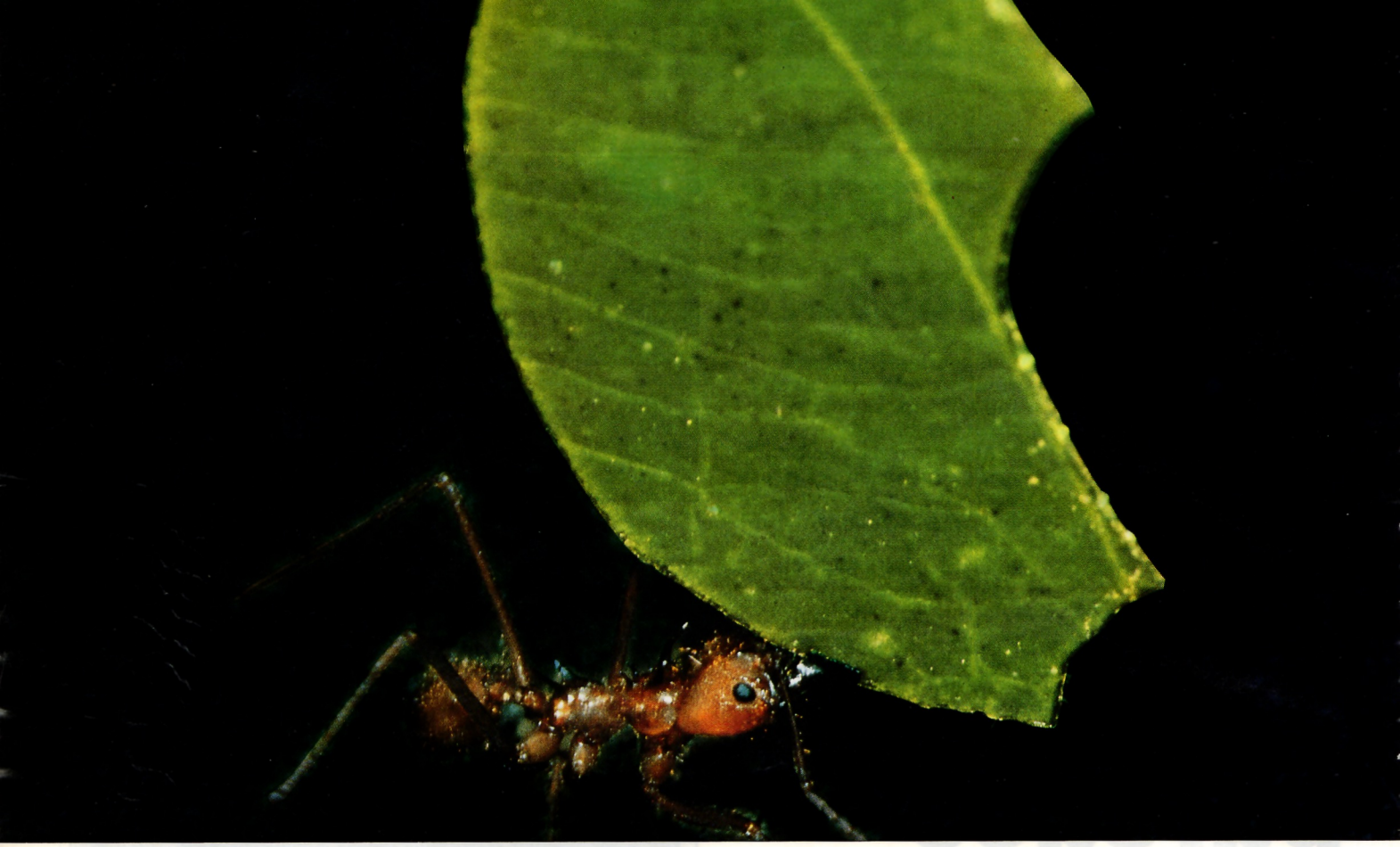
Lowland's new buses carry the Q-type body built in Alexander's Belfast factory at Mallusk. The four vehicles are fitted with 49 coach seats, and are based on 11-metre Volvo engined Leyland Tiger chassis.

The Q-type was first introduced last year and has since sold to Ulsterbus, Citybus and Caldaire on Tiger chassis, and Volvo B10M for Shearings.

Ian Galloway, chief executive of Alexander, said: 'The Q-type was launched in Britain in March, we got the Lowland order in May and we delivered the first vehicles in August - under four months.'

Douglas Pelling, managing director of Lowland, said: 'We needed some new vehicles urgently, and the Q-type was just what we wanted. They will be used on our main services linking the Borders with Edinburgh, and I know they will be appreciated by our customers.'

Pictured (left to right): Ronnie Forsyth, Walter Alexander sales manager, Douglas Pelling, managing director of Lowland Omnibuses, and Mike Ford-Hutchinson, managing director of Alexander Belfast.



THE COMPETITION

Taking a leaf from the ant's book, the Dennis Javelin is designed for high load carrying capacity, low weight and tireless hard work.

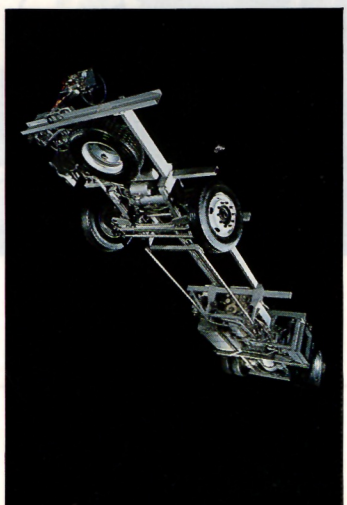
Admittedly it takes more than a drop of nectar but the Javelin is far from thirsty – typically using only 90% of the fuel needed by more conventional designs, whilst more than covering the ground.

There's a longer-legged version too. The latest Javelin GX has an even better power to weight ratio for cruising effortlessly through the most punishing jungle – the world's highways.

Unlike the ant, all Dennis designs have advanced steering, braking and suspension from the same team which produces the celebrated Dennis fire engine range – so roadholding, durability and safety of the Dart, Dominator, Lance and Javelin are unsurpassed.

It all adds up to more passengers, more luggage, more economy and more revenue.

Put a sting in your tail.
Choose Dennis



Dennis Specialist Vehicles,
Dennis Way, Guildford,
Surrey GU1 1AF.
Tel: 0483 571271
Fax: 0483 301697

DENNIS

THE **STRENGTH** TO *DRIVE* ON

Plaxton clinches £0.5m deal

PLAXTON Coach & Bus has announced an order - worth around £500,000 - for 18 Reeve Burgess Pointers. The company also revealed that Pointers will now be available on Volvo's new B6R chassis.

The vehicles, which were on show for the first time at Coach & Bus '91, have been ordered by PMT, of Stoke-on-Trent.

In just six months, 175 Pointers have been sold and the latest order makes PMT the biggest Pointer operator outside London.

As well as launching its new range of Premiere coaches for the British market, Plaxton also showed off the steel-framed Prestige which is being offered as a 3.5-metre or 3.7 m high body.

The first 3.7 m versions are in build on Volvo B12R chassis for sale in France. Deliveries will start early next year.

Mellor Coachcraft, of Rochdale, part of the Plaxton Group, has extended its successful range of steel-framed bodies to include the new Renault B chassis. The first example to be bodied in Britain was shown on the company's stand.

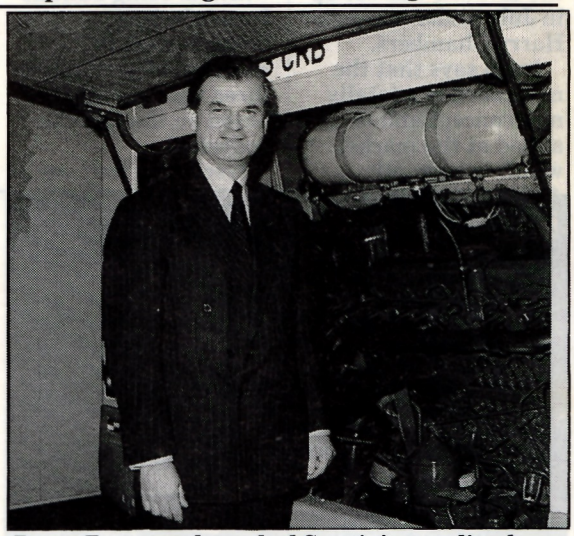
With three wheelbases to choose from, Mellor is offering accessible bus and coach bodies of up to 28 seats.

The show vehicle, built on a 3.84 m wheelbase B110-50 chassis for Kirklees Metropolitan Borough Council, was a 12-seater with space for wheelchairs.

The Renault B range is well proven in France and is powered by a 106 bhp turbo-charged Renault engine which drives the rear axle through a ZF S5-24 five speed manual gearbox.

COACH & BUS 91

Scania introduces smokeless engine



Roger Freeman: launched Scania's new diesel engine.

SOON after announcing Government plans to tighten up on exhaust emissions (story, page seven), public transport minister, Roger Freeman, was on the Scania stand, launching the Swedish company's new diesel engine.

When run on low sulphur diesel, the bus produces no visible smoke or smell. The company also claims that if a paper filter is held over the exhaust pipe of the engine and the vehicle is revved up, no soot is seen deposited on the filter and there is no smell left on it after the test.

The new DSC11 27 environmental engine with Electronic Diesel Control (EDC) incorporates turbocharging with charge-air cooling. By these means the engine is supplied with large quantities of air at low temperature and this reduces the combustion temperature.

The soot is further reduced by a catalytic converter which eliminates the need for a filter trap. The converter does not need to be regenerated as combustibles in the exhaust gases burn as they pass through.

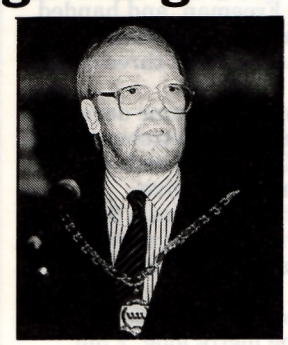
Scania is introducing a new dashboard and instruments from October production to its K, L and N bus and coach chassis. Among the new features are an improved warning lamp panel, new switches with illuminated symbols and space for the bodybuilder's own switches.

Service accessibility has also been improved, says Scania, and the panel can now be lifted as a single unit for maintenance.

Go-Ahead increases order

GO-AHEAD Northern's engineering director, Peter Lanfranchi, increased his company's order for 40 Dennis Darts to 65 at Coach & Bus '91, following successful trial operations of GAN'S first Dart. Mr Lanfranchi (left) is seen with Dennis' Roger Heard and George Turnbull.

BCC campaign will grow



A FULL schedule of events will be published before the start of the 1992 season to help promote the BCC's 'Year of Coach Travel and Tourism' campaign.

New president of the BCC, Graham Smith (right), said at the opening of Coach & Bus '91 that following its 'Buses Mean Business' campaign, the latest initiaive for the industry is aimed at improving the profile of the coach.

'With a programme of national and local events, we aim to provide public confidence in an awareness of coach travel as safe, efficient, comfortable and economic. The BCC plans to work alongside other organisations involved in travel and tourism to spread the campaign.'

THERE'S THREE MORE PAGES OF NEWS FROM COACH & BUS '91 IN THIS WEEK'S *COACHMART*

SEE PAGES 16, 17 & 18

Iveco unveils new 18-seat midi

IVECO Ford's newly created bus division launched four new vehicles in the UK last week - including a new 18-seat midicoach.

The DailyCoach A49.10 made its bow alongside the 12-metre single deck TurboCity 50, 10.7 m double-decker TurboCity 100 and the DailyBus 59.12 - a 29-seat bodied midibus.

The vehicles were put in the shop window for the first time since the division was set up in July under manager, Harry Chambers.

Iveco says that the new coach is a totally new concept and is aimed at the market which is currently dominated by panel van conversions.

Its engineers claim that van conversions are not only illogical, but have inherent weaknesses.

They claim that the weaknesses are sometimes structural because no matter how good the quality control, steel swarf often falls between the inner and outer skins and this can lead to corrosion damage.

The DailyCoach, which is being built at Iveco's Italian headquarters in Suzarra, is available in three versions and based on the HiCube bodyshell.

Iveco midicoach: made debut at Bus & Coach '91.

Iveco says that one of the most notable features is its wide entrance. At 680 mm, the aperture is generous for a vehicle of its size.

The one-piece forward swinging plug door with its kerb-sighting window, is electronically powered. The door itself is draught and rattle-free and a safety lock stops it moving when the door is open.

The vehicle made its NEC debut in a fully equipped Charter version. Other versions are the Elegante executive coach and a community transport example - named Access - which can be fitted with double hinged back doors.

Mechanically the same as the DailyBus, the coaches are powered by an Iveco 8140.27S four-stroke turbo-charged direct injection overhead camshaft diesel engine, developing 103.5 bhp at 3800 rpm.

Power is taken through a five speed syncromesh gearbox to a fully floating single reduction back axle.

Optare: Public transport minister, Roger Freeman, unveiled its first double-decker.

Optare in the limelight

OPTARE stole the limelight on the opening day of the show with the unveiling of its first ever double-decker.

The Spectra Citybus was revealed by public transport minister, Roger Freeman, and handed over to Reading Buses managing director, Rod Wilson, whose company has ordered three of the new vehicles.

The DB250 is a low floor underframe developed with the experience of the MCW Metrobus design which was purchased by Optare of Leeds in 1989. It is fitted with a rear transverse drive comprising a low emission. It features a 9 NOx DAF engine, automatic transmission with integral retarder, full air suspension and SB220 componentry.

It has 81 seats plus space for standees in the one-door version and is one metre long, 2.5m wide and comes in a choice of either 4.32 m or 4.17 m high.

It has a flat floor with low entrance steps. The first step is at 325 mm and is followed by one at 220 mm.

The sleek, modern looking decker also features onboard passenger information and advertising systems, together with air conditioning.

Salvador has successful show

SALVADOR Caetano scooped nearly £300,000 worth of orders at the show.

Regular customer, Jeffs Coaches, of Helmdon, Northants, ordered two Optimos, while Anderson Travel went for two Algarve DAF SB3000 vehicles. Sales director, Derek Wakefield, said: 'The orders came totally out of the blue.'

Star of the Caetano stand was the new Algarve II luxury coach body which was launched at the NEC. It is to be available on Volvo, DAF, Dennis and MAN chassis.

Aided by CAD design, the aerodynamics of the new Algarve have been completely redesigned.

The front laminated windscreen is now gasket glazed and tinted and double-glazed windows are now standard on all models.

The main body is based on a jig assembled, all metal structure with front and rear styling panels in GRP. Waist panels are one-piece stressed steel which extend from window to floor line, with aluminium skirt panels and GRP hinged wheel arches.

Salvador Caetano: picked-up orders.

It also boasts a restyled rear-end, heavy duty electronic windscreen wipers, new headlight and fog lamp configuration, heated exterior mirrors, gas cylinder supported lockable locker flaps, plug door with peage and pavement windows.

A completely new convector saloon heating system with digital temperature controls are said to provide heat evenly throughout.

Body heights available are 3.5 metres on the Volvo B10M or DAF SB3000 chassis, 3.3 m on the Dennis Javelin and 3.2 m on the MAN 11.180.

Dennis brings out a more powerful Javelin

DENNIS Specialist Vehicles has produced a new high powered version of its best selling Javelin coach.

The new GX uses the Cummins C-series engine and has air to air charge cooling to give 290 bhp.

To match the increased power, it has a bigger clutch, up to 420 mm and ZF's S6-85 six speed manual gearbox.

It has front disc brakes - a feature which has been extended to all 11-metre and 12 m Javelins.

Wabco ABS is standard on the 11 m and 12 m vehicles along with fully adjustable steering column.

In common with other models, the Javelin is available with Plaxton's new Premiere, Premiere 350, and Excalibur bodywork, and with Berkhof and Caetano.

'The Javelin has been a tremendous success and the new GX is a logical extension of the range,' said Roger Heard, Dennis sales director.

'We now offer 8.5 m, 11 m and 12 m chassis with power outputs of 211 bhp, 240 bhp or 290 bhp.'

Dennis has also built on the success of the Dart midibus by unveiling a new Lance city bus chassis.

It has been designed to provide urban operators with low running costs on a simple chassis.

The low frame has been designed to allow bodybuilders to make a floor which meets Diptac requirements.

Shearings has a change of image

SHEARINGS unveiled a new image at Bus & Coach '91 and signed a deal worth over £200,000 to provide new uniforms for its drivers.

The giant tour operator is to respray all its 400 vehicles in a striking new blue livery and has commissioned Allen & Douglas to supply a new wardrobe for its drivers.

Shearings managing director, John Slatcher, told *Coachmart:* 'Over the last few months we have been transforming our image from a major transport company to a leading player in the tourism market.

'Rebranding our vehicles will play a big part in making people aware of the change.'

New uniforms will be issued to all drivers by the end of the year with all the coaches resprayed by the beginning of next year's holiday season.

Shearings: has commissioned Allen & Douglas to give its workforce a new image.

STAGECOACH gave Volvo Bus a boost by confirming an order for 200 of its new B6R chassis on the eve of Bus & Coach '91 (*Coachmart,* October 17).

Chairman, Brian Souter (left), and fellow director, Anne Gloag, were at the show to sign the official order.

They are pictured with Volvo Bus boss, Sandy Glennie, and director of product marketing, Bill Russell.

PUBLIC transport minister, Roger Freeman, launched Plaxton's new range of Premiere coaches at Bus & Coach '91.

He was greeted by Plaxton top brass and is pictured with (from left): Robert Wood, group MD, David Matthews, chairman, Neil Beresford, MD of manufacturing companies, and Brian Chivers, financial director.

STAGECOACH directors, Anne Gloag and Brian Souter, took centre stage again at Bus & Coach '91 at the NEC when the company confirmed an order for 101 Dennis Darts.

It's said the new vehicles - which make up an order worth around £3.5 million - will all be fitted with Alexander's new Dash body.

Celebrating the deal with the Stagecoach duo are (from left): Steve Burton, Dennis MD, Roger Heard, Dennis bus sales director, and Ian Galloway, Alexander chief executive.

De Efteling has high hopes for next year

DUTCH theme park, De Efteling, is predicting a 1992 spent absorbing overspill from EuroDisney.

'EuroDisney will undoubtedly create an unprecedented demand for European theme park breaks,' comments the attraction.

'But Disney alone may well not be able to meet this demand, while overbooking or sheer expense may deter many.'

Efteling is doing more than talking up a few bookings. Among its major investments for 1992 are a new £15.5 million hotel and a new 'dark' ride.

And the venue isn't stopping at that, with plans that will more than treble the land area and provide chalets, another hotel, new rides and a golf course.

The hotel rates have been set without seasonal changes for a full year. At £16 a night, based on a family of four sharing a room, Efteling has already had several takers in the group market, including ferry operator, Olau Line.

The new ride has cost Efteling a staggering £6.25 million. It follows the park's usual line of being more fairy tale than white knuckle but other than that, the park's directors are saying nothing about it.

'We believe that EuroDisney is looking at Europe as a single market when, in fact, it is many cultures... none of them American,' said spokesman, Olaf Vugtf.

The Forbidden City of Fata Morgana: one of De Efteling's many attractions.

Price-wise, packages at Efteling can certainly compete with Disney. A four-day deal with Olau Line - two nights in cabins aboard the luxurious ferry and one in Holland, lunch and two dinners plus entry - is £99.50 for adults and £74.50 for children.

Rack rate entry at De Efteling for school children is £6.85.

New life for Snibston

NEW life will be breathed back into Coalville colliery, Snibston, next year when the county council unveils Leicestershire's biggest tourist attraction, Snibston Museum.

Details of the huge attraction, which promises to take 200,000 through its gates next year, were on show at Coach & Bus '91. The former mine, set up by the Stephensons of The Rocket fame, has been landscaped and a giant museum building erected.

The eventual outcome will be one of the biggest industrial museums in the UK, with schools heavily targeted as its first customers. But before all of this can happen, it is looking for sponsors for galleries, projects and even the carpeting!

Already, the project has attracted a £4 million investment from the county council and significant grant aid from the Government, but needs an additional £500,000.

Among areas of the site needing sponsorship are the nature trail, education and lecture rooms, events arena, signing and site vehicles.

Interested parties should contact Heather Broughton, Tel: 0533 473004.

Ibis announces rack rates

THE HOTEL Ibis chain revealed its 1992 rack rates at Coach & Bus '91, and a range of UK itineraries at reduced rates.

The 270-hotel group has set bed and breakfast in twin or double rooms at between £15.50 for Ibis Swindon up to £24.50 for Ibis Euston. The group rate deal includes one bed free in every 20.

South East is a great place in any language

THE SOUTH EAST England Tourist Board launched its 1992/93 group travel trade manual at Coach & Bus '91... a guide in four languages.

The new 80-page manual gives suggested tour themes and itineraries, maps for tour routes and directions to take coaches right to attractions' doorsteps.

A helpful guide to attractions gives not only phone numbers but contact names so operators can avoid the usual phone shunting which goes on.

Where facilities for disabled are provided, this is said, and any new additions to attractions are detailed.

A mealstop section gives details of hotels and restaurants, the fayre they provide and the number of seats available.

Parking details are given, and rough guides to prices for breakfast, lunch and evening meal.

The manual is completed by a guide to Blue Badge guides, handling agents, coach parking, ferry services and rack group rates for hotels.

A Premier hotel offer

ANY operator booking three overnight stops at County Inns will have a lot of bottle - in fact, 24 bottles of red or white wine.

Premier House made the offer at Coach & Bus '91 for any operator making reservations before the end of the year. The three bookings must be for a minimum of 40 passengers paying £15 a head B & B.

There's wine on offer for mealstops, too. Three mealstops add up to six bottles, as long as each passenger pays £4.95.

Premier House lists 23 inns across the country and a number of pubs with Millers Kitchens, Hudsons and Quinceys brand names.

Booking must be made through the central reservations on 0925 413416.

York likes moaners!

ONE OF York's tourism associations invited operators to walk right up and criticise the city's facilities during Coach & Bus '91.

York Visitor and Conference Bureau says constructive criticism from operators and drivers - especially about parking, toilets, signposting and driver rest areas - would be welcomed.

'This survey is intended to counter complacency and the danger of assuming that York is perceived by the industry as 100 percent user friendly,' said YVCB chief executive, Paul Wells.

Contact Paul at YVCB, 49 Stonegate, York, YO1 2AW.

A frustrating problem

From Nicholas Hornsby

SIR

How many operators have received a letter like this from a tourist board?

'Dear tour operator,

How pleased we are that you requested photographs of our resort and we enclose six general views which you can use in your brochure.

Please keep them for other promotions and slide shows you may have in the near future.

If you have any old pictures, with for instance, Morris Minors, chugging along in them, please throw them away as they are of no benefit to us.

Yours sincerely,

The really 'switched on' tourist board.'

No, of course you haven't! We are currently in dispute with the South East Tourist Board which is putting us through county court for £80.50 - a charge it is imposing on us for the loss of two transparencies we needed for a brochure.

Yes, several years ago we requested slides and I signed a form agreeing to pay the above because I was in the situation of accepting the contract or having to reproduce old postcards of the Morris Minor chugging along the prom.

I have tried to reduce this figure with the tourist board and have even offered to arrange a holiday feature on the south east in my local newspaper - but to no avail.

When the summons arrived I once more tried to reason with the tourist board through its chief executive, but again I was told that because of the cost of reproducing tranparencies and people not returning them, the charge had to stand.

It costs just 60p to reproduce a transparency, which if the tourist board sent out a choice of six to 250 coach operators, would cost around £1,500 including postage.

This must be good value given that we are publicising the resort for the tourist board!

Incidentally, our brochures cost us 60p each and we happily give away 20,000 to generate customers.

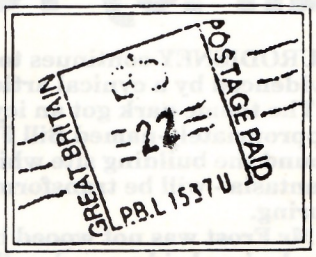
Last week, we contacted several tourist boards asking for transparencies and so far have receieved just one response.

That was from the Welsh Tourist Board who wanted a £50 deposit!

I wonder how many other tour operators suffer the same frustration.

NICHOLAS HORNSBY
HORNSBY TRAVEL SERVICES
51 ASHBY HIGH STREET
SCUNTHORPE

Send your letters to:
The editor, *Coachmart*,
EMAP Response Publishing Ltd,
Wentworth House,
Wentworth Street,
Peterborough, PE1 1DS,
or by fax: 0733 62656



The editor is always pleased to receive letters for publication in *Coachmart* and will, if requested, publish these anonymously. But please attach your name and address for our own information.

Hornsby Travel: received summons.

Reader is upset by parking treatment at rugby match

From James Bevan

SIR

I was somewhat dismayed when my driver handed me a parking voucher after visiting Twickenham last month for a match during the current Rugby Union World Cup.

To be charged £55 for parking was certainly a shocker when the usual fee is around the £15 to £20 mark.

However my driver told me not to be alarmed by the price.

He informed me that it was a better option than the £106 being charged to park at the ground or the threat of a £500 fine from the Metropolitan Police for street unloading.

Anyway congratulations to Gulliver's Sports Travel who organised the parking.

They certainly took a lot of coach operators to the cleaners.

With the recent media criticism of Mike Burton's corporate hospitality operations and now Gulliver's attitude towards coach parking, Gloucestershire can no doubt be proud of these entrepreneurs.

JAMES BEVAN
DIRECTOR
JAMES BEVAN LTD
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EuroDisney gets an icy reception

EURODISNEY continues to attract the doubters, as is evidenced by a cynical article in *The* Times.

The theme park got an icy reception from appropriately-named Bill Frost when it showed him round the building site which - like something from Fantasia - will be transformed into Paradise next spring.

Mr Frost was not wooed by the anti-Disney graffiti daubed on bridges and walls or by the smiles of the staff.

'Fantasy does not come cheap,' he comments. 'A day out for a family of four will cost anything up to £100 in admission charges and hamburgers. "It is such a bargain, don't you think?" said Martina, a cast member from Germany, smiling more broadly than ever.'

Perhaps significantly, *Mealstop's* local travel agents have now removed EuroDisney posters which have hung in the windows for a fortnight.

Maybe they've sold out...

Roger Freeman's optimistic outlook

● THE WAGS on the *Coachmart* newsdesk have been busy adding captions to pictures from last week's Coach & Bus '91 show.

Minister of public transport, Roger Freeman, was the target of much cynicism.

According to our hack, he's saying: 'And I won't do anything until the industry is this big...'

Left: Roger Freeman gives his prediction for the future size of the industry.

● THE BUS and Coach Council's journal, *Platform*, won't be winning any awards for its front page news stories this month.

Mealstop's copy dropped through the letterbox happily plugging Coach & Bus '91, which was apparently the biggest ever.

A worthy story indeed for the BCC in all respects bar one.

'Not only will this be the biggest BCC sponsored show, it promises also to be the best. Don't miss it!' says the reporter.

Unfortunately, the journal was clearly unable to follow its own advice, since Platform arrived the day after the show closed...

● WILL the real Malcolm Watkiss please stand up?

Well..er..no, he can't because he doesn't actually exist.

Coachmart last week changed the name of Malcolm Watkins who moved to Plaxton Bus & Coach from Van Hool (UK).

Our apologies to Mr Watkiss... sorry, Watkins.

An im

Take a look into the future. A look at 1992's best selling coach bodies: the Plaxton Premiere range.

Already orders for the all-new Premiere have passed the 150 mark, and its only just been launched. The reason is clear to see. New standards of style. Plaxton's high build quality. Improved aerodynamics. (Carefully controlled independent track tests at 70mph showed that the Premiere used 10 percent less fuel than the Paramount which it replaces.)

age for the future

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Which is why you really ought to speak to your Plaxton dealer now. You wouldn't want to miss out in 1992, would you?

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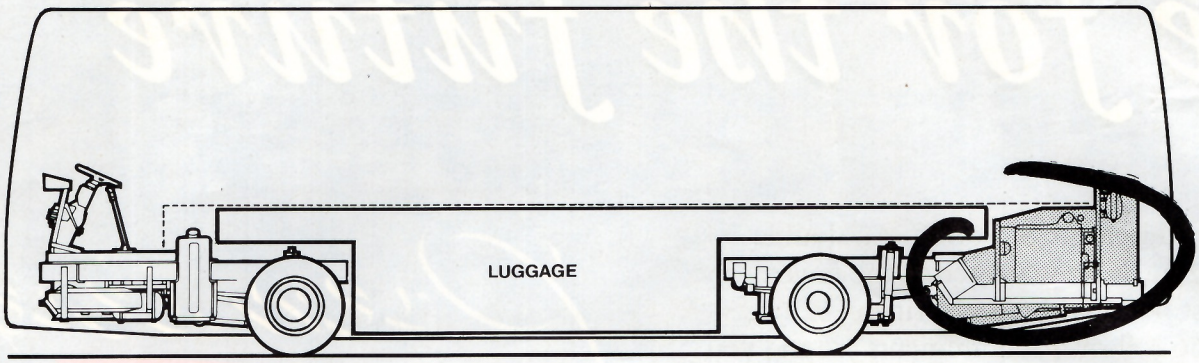

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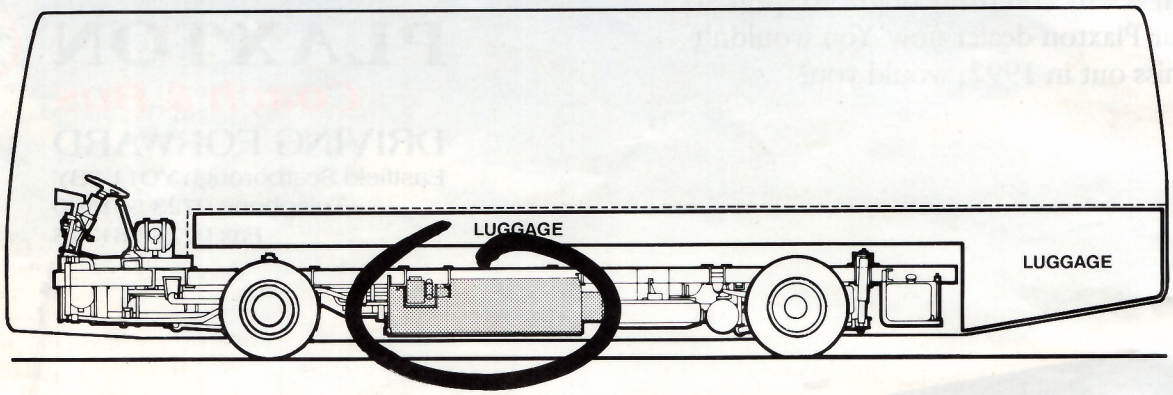

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Emergency treatment is needed to standardise legal requirements

Q FURTHER to the query from *PB, North Yorks,* in *Coachmart* on August 29 concerning the location of First Aid kits and fire extinguishers, we feel that there are some crossed lines on this issue as it is a requirement in France that passengers must be made aware of the position of fire extinguishers and emergency exits.

JSM, West Yorkshire

A NO! There are no crossed lines. The original question related to being cautioned by the Police in this country for not advising passengers of the location of this equipment - and there is no legal requirement to do so here.

But you, and those whose letters have been published in *Coachmart,* rightly say that in some continental countries there is an obligation for drivers to advise their passengers on safety related matters.

In fact there is an alarming degree of difference in approach across Europe to First Aid.

In Belgium there is no requirement at all for a First Aid kit to be carried on a PSV, yet Germany requires supplies of large, either handed, vinyl gloves to supplement the UK specification kit.

In some other EC countries there is a legal obligation to summon help to sick passengers and in others, notably Italy, Luxembourg and Austria, only qualified persons can administer First Aid.

As the international movement of coaches grows this can only be regarded as a highly unsatisfactory state of affairs which itself could do with the introduction of some fairly urgent emergency treatment!

QUESTIONS answers

Questions on any aspect of coach operation that is giving you problems should be sent to: Marksman, c/o *Coachmart,* Wentworth House, Wentworth Street, Peterborough, PE1 1DS, or by fax: 0733 62656.

Q CAN the Police demand that I send a batch of my tachograph discs to their office?

VM, Staffs

A HOW sad! Yet another question that implies police action in excess of their authority.

The legal situation is that a uniformed police officer or a Department of Transport examiner can enter vehicles or premises to inspect discs and may take away charts, but not demand their production in any other way.

I note that you said in your question 'require' rather than 'request'.

While a vehicle keeper has a duty to advise the Police regarding the identity of a driver and generally not to obstruct them in any enquiry, I do not think that this can be construed to include even the 'voluntary' sending of discs to a police station.

For an operator is under a legal obligation to, himself, keep the discs.

To send them out of his keeping is surely a violation of this duty.

It also seems a monumentally stupid thing for the Police to ask.

Things do get lost in the post and it could be, shall we say, convenient, if a batch of dodgy discs were alleged to have been posted yet never arrived.

Q A HIRER booked a coach to go to Blackpool and stay late for 'the lights'.

As normal, the hirer was told that the driver must have at least nine hours rest there to start another working day for the return journey. I finished up doing the job myself.

The weather was poor and all the passengers were back on the coach an hour before I was due to depart. They wanted to go home and so did I, but we all had to sit it out until the nine hours of rest were up. This seems ridiculous. What do you think?

ALB, Somerset

A I AM rather surprised at the number of questions I receive which indicate a lack of understanding of the last revision of drivers' hours.

For more than five years the daily rest has been 11 hours which can be reduced to nine on three days a week provided the reduction is compensated during the following week.

But there is the alternative of having a total of 12 hours rest which can be broken in to one period of at least eight hours plus not more than two periods of not less than one hour. You certainly could have left Blackpool after eight hours continuous rest and taken another four elsewhere - or even after a shorter period and then had eight hours rest later.

There is a table of driving hours at the front of the latest *Coachmart Guide to the Coach & Bus Industry* which you might find useful.

Q HAVE you ever heard that using different types of anti-freeze can clog up cooling systems, or is it just some cheap sales gimmick to suggest that this can happen?

BT, Bedfordshire

A I CERTAINLY do not have any first hand experience of this. But I do recall a highly technical article in, I think, *'Transport Engineer'* some time ago which did suggest that, even in the BS specification quality anti-freezes, there were chemical components which could cause gelling if brought together. My reaction is, therefore, to accept that mixing brands could, in theory, cause clogging - even though it is fairly unlikely. Perhaps there is a reader better informed on these matters who will offer some advice?

Q MY PSV operator's licence is soon due for renewal. Do I have to pay for a five-year licence, or can I ask for a shorter period?

MC, London

A YOU have to pay for the duration of licence decided upon by the commissioner.

There is no provision for the applicant to apply for anything other than a five-year licence.

Marksman will answer more of your questions in Coachmart on November 7.

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THE RECESSION IS A BOON FOR ESSEX COMPANY

Mike Morgan reports from Essex where Boon's of Boreham made a new start in time to defeat recession.

CUTTING back when times are bad is a harsh reaction to hard times. But changing track in the middle of a boom is either brave or inspired.

Hector Boon developed his coaching empire along traditional, though highly distinctive lines, until a mysterious and uncharacteristic slump caused a serious re-think. The mystery was that business tailed-off when others were doing well.

Boon's was up to 14 machines by 1986, but Hector admits the company had hit a 'sticky patch'.

The Boons had to recognise that coaching was changing and to find new markets - they did.

He said: 'I put it down to apathy. After years of not needing to sell ourselves to get business, all of a sudden the phone stopped ringing.'

At first Hector and his son Mark, who joined the business in 1976, looked at other ways of earning money from the land which nestles in a quiet corner of Boreham, close to Chelmsford.

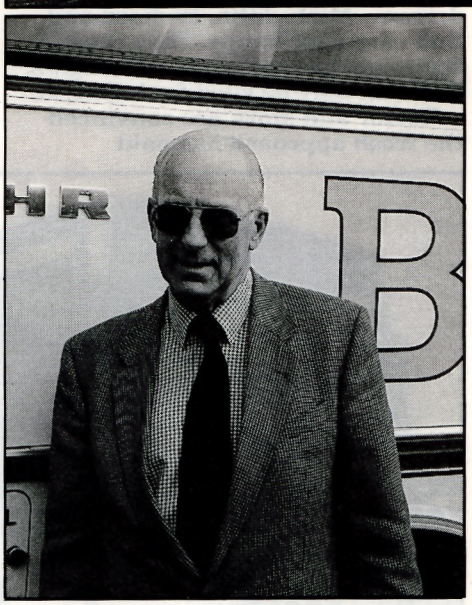
It seemed logical to stay on the site which had been in the family since 1939 when Hector's father, Robert, moved into the adjacent bungalow and kept chickens as a diversion from his village bakery.

For a while Stuart Johnson kept half-a-dozen stock vehicles at Boon's and the rent helped a bit - but not alot. The root of the problem was not being addressed.

Ironically the contrast between SJ's line of new Scanias and Boon's collection of Bedford coaches was to spark a new initiative.

Hector takes up the story. 'We had to recognise that coaching is changing. Private hire business is dying and we had to find new markets and go out and sell ourselves.'

Mark agreed: 'We hadn't seen the changes taking place elsewhere.' He added a stark warning: 'Others who have not seen the light - those still running Bedfords and Fords - will find there is no way out of the downward spiral.'



Boon's of Boreham: inspired thinking in the mid-1980s helped it prosper. Left: Hector Boon reckons the company had become apathetic.

It appears Boon's made the change just in time. However, father and son are quick to recognise the importance of sound professional advice. They changed accountant to one who understands the PSV industry. Mark explained: 'It's essential that in any walk of life you realise there are times when you need advice. Then it's essential that you go to the right person.'

Not that this help comes cheap. 'There are times when you look at the bills, but at the end of the day we realise we are getting good advice.'

What was the outcome of all this heart-searching? The fleet was cut back to four high-spec coaches while keeping five double-deckers for contract work.

It was the dawning of a new era. The first of the new flagships was a Van Hool Acron bought in March 1989. But it had been a hard three years. Not only had Boon's stayed out of the new coach market during that time, but the company lacked the vision to see how it could ever bridge the gap between new and used prices in the future.

The Acron did the trick. Hector ▶

Boon's drivers (left to tight): Mick Peck, Richard Osborne and John Godbolt with Hector Brown. Each have their 'own' coach.

confessed: 'It opened doors that we didn't know existed.' Single-handed, it lifted the gloom and turned the tide in favour of profit. Just how much profit, the Boon family will not disclose.

Yet the transformation was inspirational. A Scania came next (remember the SJ stock) and then two Kassbohrer Setras - a 215HD and a 215HR.

For so long Setra had represented the unobtainable. Hector was one of the first British operators to visit the Ulm factory and Jim Shuttleworth, of Kassbohrer UK, knew he wanted a Setra. But when it came to it he couldn't decide which to buy - so he went for both an HD and an HR.

Note the lack of standardisation. When Boon's changed direction, it was not without looking hard and long at every aspect of the business. This included drivers and maintenance.

'What makes this place work is the people,' claimed Hector. Behind this statement lies a deep seated conviction. 'It's all about people. I look at things like a stockman - you're responsible for the passengers seven days a week.'

For Boon's the term 'people' embraces passengers and staff. When times were tough, there were difficulties with drivers. This conflicted with the Boons ethos - they take pride in building a team spirit.

Now the driver comes first. To Boon's there's no virtue in buying a coach first (even if you've got the work), unless you know you've got the right driver.

The company extends this principle right up to the point of buying a new vehicle. 'It's a very serious point,' says Hector, 'but how many hours does a man spend in that vehicle? Within reason you've got to fit in with the aspirations of the man, and as long as it fits in with our business plan we buy the vehicle to suit the driver.'

'My hobby is my job and my job is my hobby. The love of coaching is in the blood' - Hector Boon.

Consequently, the variety of vehicles takes on a purpose, and drivers - Mick, John, Richard and Bob - are kept happy. They cherish their coaches and their passengers. This can only be good for business.

Hector and Mark are convinced the fresh approach has paid handsome dividends.

Said Mark: 'According to our bank manager this is a serious recesson. As we told him, in the late 1980s things were meant to be good, yet we were suffering. Now when times are bad, we're doing well.'

With a contract fleet and separate vehicles for private hire, Boon's consolidated a firm business base. 'We're part of the Boreham community and it's always been part of Boon's Coaches.'

A high-spec coaching service is being sold with determination to a wider market - Boon's does a lot of work for tour operators and 1992 will see the introduction of own tours. Nevertheless, contracts are still important, even though Boon's is alive to the effects of competitive tendering.

'The days are long gone when you buy buses on the strength of your contracts.'

The Boreham yard is, like the operation, split in two. Covered accommodation provides shelter for the cosseted coaches. Down one side is parking for the 'deckers, whereas on the other side is the workshop where Mark keeps his venerable collection of service buses in top-class order.

Few operators sing the praises of rear-engined Leylands - particularly the Atlantean. But Boon's does.

Pride of place in this very mixed collection goes to a 1975 Roe-bodied example which was built to Leeds spec with sumptuous seats.

It was snapped-up by Colin Pegg and used from new on private hire and excursion work before he did a swap with Boon's 11 years ago. Today this Leyland must be one of the best presented Leylands from the dual-door era.

Another testimony to Leyland longevity in caring hands is a bus

The last of the old order: This Bedford has been sold in favour of a new Setra.

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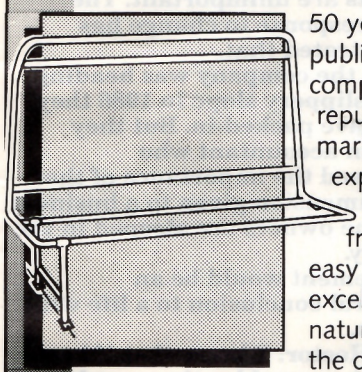

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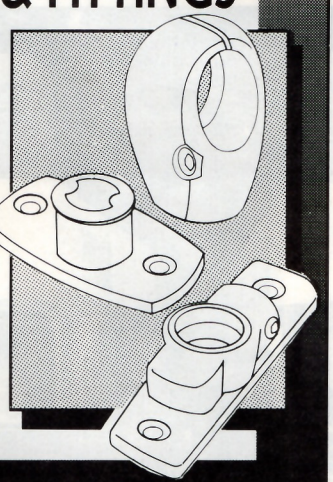

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Keeping the fleet clean: drivers cherish their vehicles.

◀ which was last seen in Boreham when Colin Pegg's 'decker arrived. After nearly seven years with Boon's an early production 1959 Atlantean left for preservation in 1980. Now faithfully restored in Ribble livery, its picture takes a prominent position in the company archives. Hector would dearly like to know that NCK 365 is still being looked after.

The company takes nostalgia in its stride and finds no conflict with being a forward looking business of the 1990s. Mark is happy to acknowledge the challenges of the past five years.

He said: 'A business can't stand still. It can either go backwards or forwards.'

Although Boon's has taken big strides into the new decade, its past sets the scene.

Those formative years explain a coach business that understands the need to put service before profit.

When Robert Boon moved into Boreham, his young son had already set his sights on running coaches.

The Boon family were bakers and millers for generations but young Hector had other ideas.

He simply wasn't happy with hot ovens and greasy pans. He wanted a coach.

'All I wanted from a little boy was a coach. In fact my favourite toy was my mother's bread board which I used as a steering wheel.'

His parents could not ignore his ambitions and in 1949 Hector got a 27 hp petrol engined Bedford with 19-seat body from Thurgoods at Ware. 'I was very lucky to have parents who saw it my way.'

Now aged 65, Hector only has one interest - his work.

'My hobby is my job and my job is my hobby. The love of coaching is in the blood.

'It's a living - you'll never be a millionaire - but I've provided a bit of employment and the business has served the community.'

'It's all about people... you're responsible for the passengers seven days a week' - Hector Boon.

Hector and Mark Boon look at their business in a way which would confuse entrepreneurs in any other industries. Their healthy attitude towards employees sums it up.

'It's a little family. I tell the staff that they aren't working for me, but with me. We view everyone as a friend. I wanted to be in it and I want them to enjoy it as well.'

Not that cash-flow and final accounts are unimportant. The Boons' response to change has demonstrated that.

When the company was heading for the slippery slope in 1986 they could have packed-in. But they found an accountant who recognised the importance of that extra dimension given to a business when the owners are steeped in the industry.

Retirement would be an unnatural conclusion to a life with coaches.

Said Hector: 'I know that if I sold the land we could retire now, but what would you get out of bed for?'

Boon's: one of the few companies to sing the praises of rear-engined Leylands - particularly Atlanteans.

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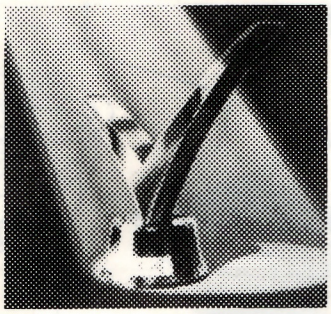

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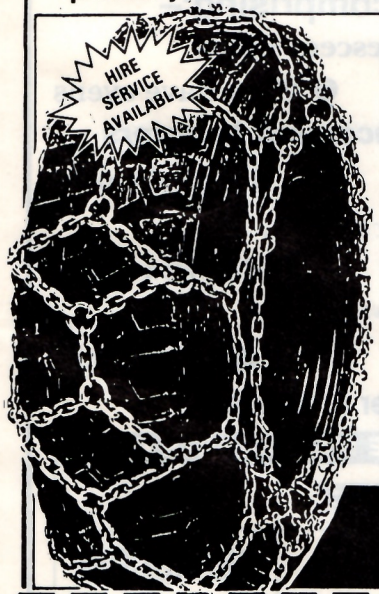

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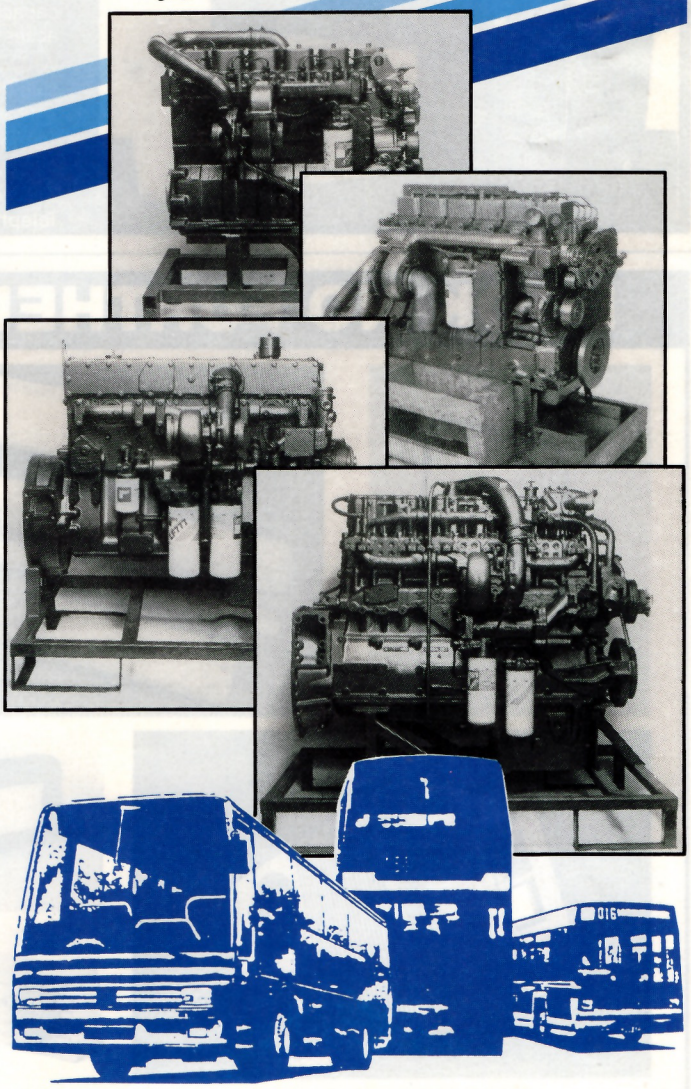

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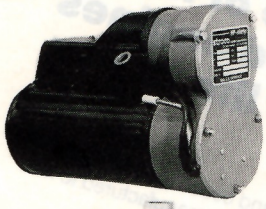

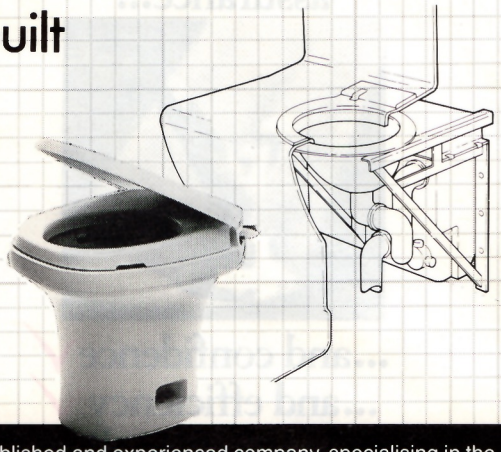

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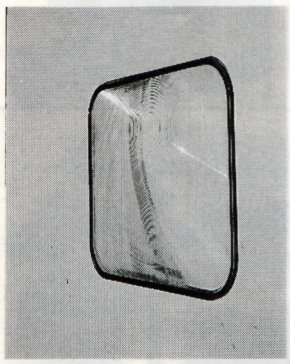

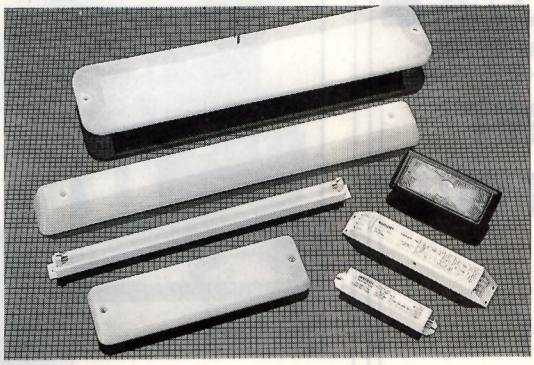

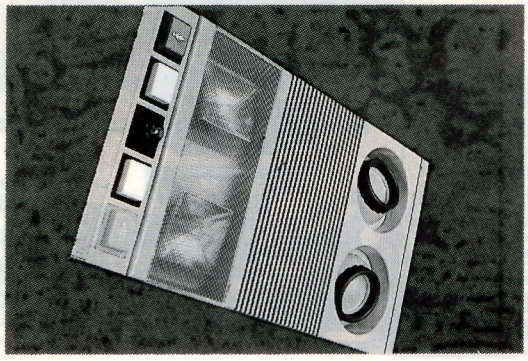

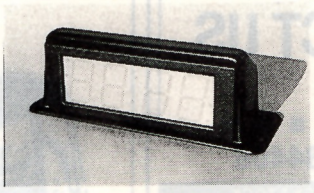

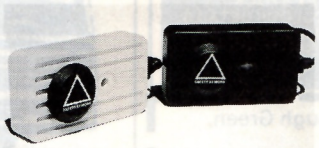

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Weekly report on law and the coach operator by Michael Jewell

Tribunal upholds ban on Target Travel (Coaches)

THE revocation of the PSV operator's licence held by Target Travel (Coaches) Ltd, of Cramlington, and the disqualification of the company from holding or obtaining a licence for two years, has been upheld by the Transport Tribunal.

However, a similar period of disqualification imposed on managing director, John Reed, was quashed because prior notice had not been given that an order against Mr Reed personally was contemplated.

Target Travel appeared at a public inquiry in April 1990 following the issue of seven immediate and two delayed prohibition notices during 1988 and 1989.

The North Eastern traffic commissioner, Frederick Whalley, refused the company's application for 14 additional vehicles, and reduced the authorisation on the licence from 10 vehicles to seven.

He said that if there was not a very significant improvement in maintenance standards, the company, and Mr Reed in particular, should be under no illusions that the likelihood of him being a licensed operator for very much longer was quite slim.

The tribunal said: 'Unless Mr Reed is a person of extreme insensitivity he was bound to have appreciated not just that the traffic commissioner had fired a 'shot across his bows' but that he had chosen to use a very large calibre weapon for the purpose.'

Target Travel: commissioner was justified in taking action.

During a maintenance investigation in January all eight of the company's 10 vehicles were given immediate prohibitions for a total of 49 defects and the company was called to a further disciplinary inquiry in March.

In revoking the licence, and imposing the disqualification orders, Mr Whalley said vehicles had been found to be dangerously defective on a scale wholly inconsistent with what was expected of a PSV O-licence holder.

He said the responsibility clearly rested with management. He concluded that the company should cease operating public service vehicles as soon as reasonably practicable in the interests of public safety. He refused to grant a stay of the orders, pending an appeal on the grounds that it would pose a significant threat to public safety.

The company's application to the tribunal for a stay was also rejected. It felt the undisputed history justified the commissioner's conclusion that a stay would expose the public to risk, and that on all save one of the grounds of appeal, it was bound to fail.

For Target Travel, it was argued that the commissioner had gone too far in revoking the licence rather than suspending it or reducing the number of vehicles.

It was maintained that an incorrect statement by a DTp vehicle examiner that Mr Reed had undertaken at the previous public inquiry that the vehicles would be inspected weekly finally 'poisoned' the commissioner's mind against Mr Reed, and he would be bound to conclude that Mr Reed would say one thing and do another.

The tribunal said that it did not consider that the extremely unfortunate and highly regrettable error by the vehicle examiner was of crucial significance.

It was clear that the commissioner acted on other evidence, namely the number and gravity of the prohibitions occurring after a very strong warning, coupled with an obviously ineffective system for reporting defects and inspecting vehicles, which was amply sufficient to justify the conclusions he reached.

As far as Mr Reed's disqualification was concerned, the first that he knew that such an order was a possibility was when it was made. He had no opportunity to call any evidence or address any argument to the commissioner on the question of his disqualification. It was a principle of natural justice that prior notice should be given when the use of the power of disqualification was contemplated.

On paper, the evidence against Mr Reed appeared to be almost overwhelming. However, that evidence only disclosed one side of the story. In the absence of the other side, it was quite impossible to say his disqualification was inevitable.

Couple granted licence

GORDON and Christine Graham have been granted a new seven-vehicle national licence enabling them to take over the business of Sowerby's Tours, of Gilsland, Carlisle.

They had applied for a 10-vehicle licence but the North Western deputy traffic commissioner, Kenneth Birchall, felt that seven vehicles was more in keeping with the financial figures produced and the current potential of the business.

Gordon Graham said they were in the process of purchasing the Sowerby's business and they intended to trade in the name of Gilsland Buz Co.

He was in business as a highway contractor, running 10 vehicles, and when Sowerby's came on the market, they were in a good position to buy it.

The person selling the business, a Mr Cooper, was going to act as the transport manager until he obtained a CPC of his own.

Asked what evidence there was that Mr Cooper held a CPC, Mr Graham said that he thought he held one under 'grandfather rights.'

Mr Cooper was taking over another business in Chester and he would be working for him two afternoons a week.

Mr Cooper would see to the maintenance, make sure that the services operated on time and run the bus company.

Mr Birchall said that if Mr Cooper was going ▶

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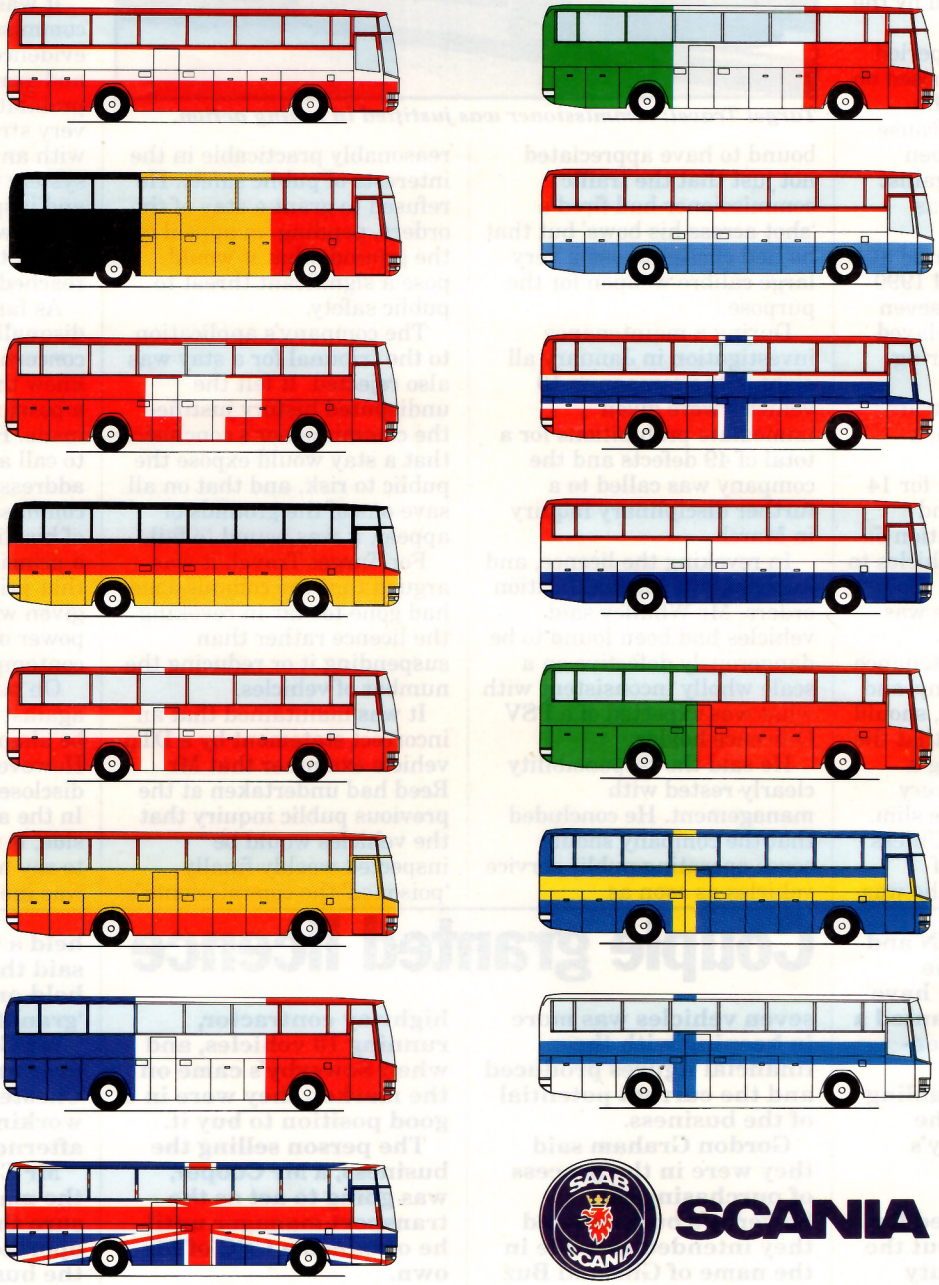

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Weekly report on law and the coach operator by Michael Jewell

◀ to be the transport manager, he would need some form of contract of employment detailing his responsibilities.

He would need to see a copy of that, together with Mr Cooper's identity number as a CPC holder.

Questioned by Mr Birchall, Mr Graham said that they had overdraft facilities of £30,000 and his other business was going well enough to support the bus company whilst he got it off the ground again.

He had bought the premises for £75,000 and there were five school contracts, for a five-year period, worth £64,000 a year. The financial evidence had been submitted on the basis of eight vehicles. They had work for five vehicles and they would need to have at least two spare vehicles as a back-up.

Mr Birchall granted the licence conditional on the production of Mr Cooper's contract of employment and CPC identity number.

Maintenance problems lead to further adjournment

CONTINUING maintenance problems have led to disciplinary action against Tamworth-based Burman being adjourned for the second time, by West Midland traffic commissioner, John Mervyn Pugh.

The proceedings were adjourned in August to enable the company to take legal advice. At the same time the commissioner advised it to have all its 28 vehicles put through a further MoT test *(Coachmart,* September 5).

Mr Mervyn Pugh said that of 12 vehicles inspected, eight initially failed. Five test appointments were not kept. One vehicle was so dirty that it could not be inspected and one vehicle was given a prohibition notice for an excessive oil leak. A number of the failed vehicles had not to date been re-tested.

Michael Carless, for Burman, said that he had 14 test certificates. The vehicle examiner's report had been based on 24 vehicles and it was clear that nine vehicles - some of which had been scavenged - were not in use.

Mr Mervyn Pugh said the Transport Tribunal had laid down that every vehicle at an operating centre must be kept in a roadworthy condition, unless they had been permanently taken out of use and were so marked.

Seeking an adjournment, Mr Carless said there were problems, perhaps more than were immediately apparent. He said the company needed 18 vehicles to operate schools contracts in Staffordshire and Warwickshire and a number of work contracts which tied in.

Asked why only 14 of the 28 vehicles had been put through the test, director Michael Power said he could not answer that question.

Reducing the authorisation to the 14 vehicles for which there were up to date MoT certificates, Mr Mervyn Pugh said his duty was to the public and he had to be satisfied that Burman's vehicles were safe. He would allow the addition of other vehicles as and when they passed the test. He required the 14 vehicles' listing and a signed certificate from the company that only those vehicles would be operated.

Adjourning the proceedings until the end of October, Mr Mervyn Pugh said the company must be aware that revocation was going through his mind unless he was fully satisfied about maintenance on the next occasion. He warned that any further prohibition notices that caused him concern between now and then would kill any hope of survival.

'The licence you hold is slowly and quietly drawing to a close,' said Mr Mervyn Pugh. 'Some might say I should not have given you a further opportunity to have your vehicles tested and that I should have closed you down last time.

'A very careful eye will be kept upon you, your vehicles and your operations. If a vehicle is discovered on the road without a current MoT, your licence will be revoked. I am totally a man of my word. If you are going to continue, you are going to have to change. If, on reflection, you feel incapable of changing, say so and get out of the industry. If you do not, I will put you out of the industry.'

Mr Mervyn Pugh said the company must be aware that even in the event of its licence not being revoked, it would be very, very severely curtailed. 'If your contracts are in jeopardy, you have put them in jeopardy,' he said. 'I am not going to allow you to run vehicles that have not passed the MoT.'

Operator hits out at children

CHILDREN travelling on school contract journeys operated by Brian Allen, trading as D C Travel, of Codham, near Gravesend, had behaved 'like animals in the first degree.'

This was alleged by Mr Allen, when he appeared at an Eastbourne disciplinary inquiry before the South Eastern and Metropolitan traffic commissioner, Brigadier Michael Turner.

Mr Allen said he'd had nothing but 'aggro' since buying a double-decker to do a local school bus run. The children had vandalised the coach door warning buzzer, had thrown cigarette ends out of the vehicle, and had sworn at the drivers and his wife, using the foulest language. One driver eventually turned off the warning buzzer as the noise was wearing him down. Talks with Kent County Council, and with the deputy head teacher at the school concerned, had been to little avail, and he had now given up the school bus contract.

Brigadier Turner said he sympathised but it was Mr Allen's duty to ensure that all his coaches were roadworthy regardless of the behaviour of the children.

DTp vehicle examiner, Brian Lewis, said that two of Mr Allen's coaches had been given immediate prohibitions in roadside checks and a third had received a delayed prohibition notice. Three vehicles had failed their annual tests, two having failed on two or three occasions. The annual tests had been delayed because cheques paid in had 'bounced.'

Mr Allen admitted he had failed to keep a promise to have his vehicles inspected every six weeks, or 10,000 miles, whichever was the sooner. He said that would improve in the future, and he offered to send the commissioner photo-copies of the inspection sheets every six weeks.

He told the commissioner he was a coach driver and liked to be out on the road. 'I leave it to the others to do their work without supervision while I am out.'

He was sure nobody was trying to cut corners and that there was no wanton neglect.

Reducing the authorisation from five to three vehicles, and cutting the duration so that the licence expires in May 1992, Brigadier Turner said that on renewal he would review the whole history of the licence. Mr Allen would then have to prove he had a workable maintenance system.

The vehicles that had failed their annual test were the three most used vehicles. If there had been a proper driver defect reporting system, many of the defects would have been detected. He noted that Mr Allen did not have a rolling road brake tester, but the use of such equipment could and should have been rented before the vehicles were presented for annual test.

Brigadier Turner said: 'You seem not to apply the high standards required of a public service vehicle licence holder. You have failed to keep your vehicles fit and serviceable and you failed to keep adequate records. You preferred to concentrate on coach driving rather than managing your business.

'There must be doubts about your commitment and the main cause is that you were so busy driving rather than concentrating on your real job. However, I'm prepared to give you one more chance and the onus will be on you to show you have a workable system when you appear here next year.'

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From December 31 1992 there will be no barriers to trade in the EC and a new set of legislation will govern coach operation. The legislation is already being formed in Brussels at the moment, it raises more questions than answers for UK operators. What bonding requirements are there and what will they cost? How will EC rulings affect vehicles operated?

An open Europe also raises other crucial questions: Will UK companies operate in the other countries? Will European operators set up in this country? Will Eurotunnel make travel between the countries easier, quicker and cheaper for coaches?

Coachmart has assembled leading players from all sections of the coaching industry to give their view of what a Europe without frontiers will mean to UK coach operators, in an unmisable, one day conference. Top flight speakers will include: **Vernon Edwards,** sales and marketing manager of Dennis, **Charles Buchanan,** Eurotunnel's marketing manager, **David Fenton,** head of coach operations for Saga Holidays and **Keith Bastow,** managing director of Kingston Upon Hull City Transport. Chairman for the day will be leading transport consultant and writer, **Peter Rogers.**

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***Coachmart* exclusive two-page report from the European Bus & Coach Show in Kortrijk, Belgium.**

Dennis seals bodying deal

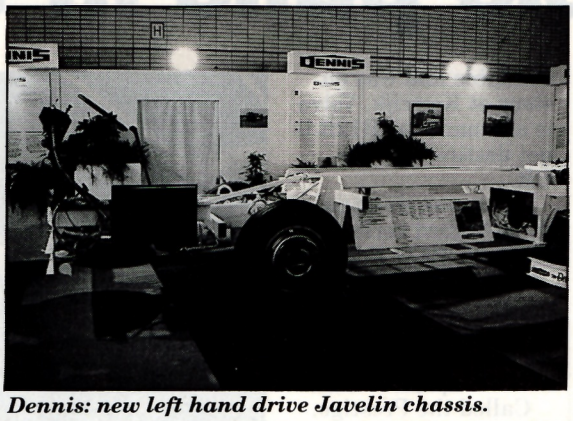
DENNIS used its first ever appearance at a European Bus & Coach Show to announce a new bodying deal for Darts with Berkhof and to reveal ambitious plans for a network of wholly owned subsidiaries to sell Dennis products throughout the continent.

Berkhof already bodies Javelin coaches in the UK market. Given this latest deal, the Dutch body builder will build left hand drive versions of the Javelin and the newly launched Javelin GX for Europe. More significantly, however, Berkhof will also now build left hand drive versions of Dennis' best selling Dart for Europe.

Berkhof is known to be keen to develop midi bus sales and see the Dart's UK success as a strong argument for making similar inroads into a receptive continental market, which is actively looking for new ways to attract more customers.

Under the agreement, Berkhof will be making a Dutch body Dart available to Benelux operators early in 1992.

It was also widely expected at Kortrijk that Dennis' recently introduced full-sized bus chassis, the Lance, would follow its smaller brother into the Berkhof production line and the Benelux marketplace.



Dennis: new left hand drive Javelin chassis.

Berkhof also has its own sales operation in the Benelux countries. In the medium to long term Dutch-bodied Darts (and Lances) would also be sold through Dennis' own sales and service outlet in the area. Dennis' director, Roger Heard, speaking at Kortrijk, said the first wholly owned European Dennis subsidiary would be set up in Holland some time next year. As part of a major push into Europe, others are planned to follow in Spain, Germany and France. Although owned by Dennis, the subsidiaries would be staffed by locals.

Service and parts back-up for Dennis products would continue to be offered through Cummins outlets and D.K.V. alongside the new subsidiaries.

Dennis' managing director, Steve Burton, is under no illusions that the road into Europe will be an easy ride. 'We know that it will be a very hard road,' he told *Coachmart*. 'But we have done all the preparation - the vehicles were designed with left hand drive in mind.'

Mercedes gets a show double

AN international jury of 12 at Kortrijk has voted the Mercedes 0404 The Coach of the Year 1992.

Mercedes has invested around £150m in the new series of coaches, which replaces the old 0303 semi-integral. Not due in the UK until early 1993, the 0404 (pictured below) is offered in Europe with engines ranging in power from a modest 250 hp to a massive 503 hp. Mercedes' 0408 also won the Bus of the Year Award.

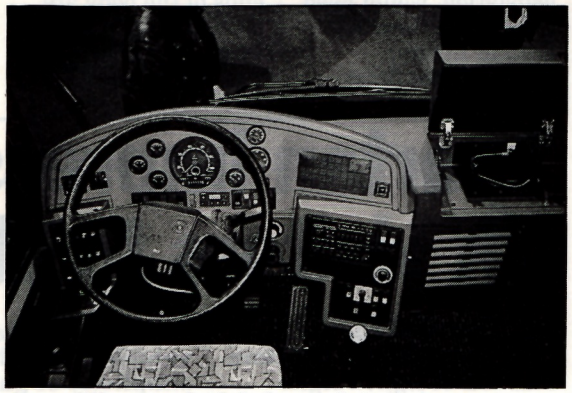
Neoplan's N128/4 won the Most Beautiful Coach of the Year, Setra's 5315HD won the Most Comfortable Coach of the Year and Van Hool's T815 Acron was voted The Technically Best Coach of the Year.

Jonckheere announces new Deauville changes

JONCKHEERE has announced changes on its Deauville range.

A new contoured dash together, with other minor style improvements, gives the coach an updated image and a new name - Elysee. However, this, like Van Hool's revamped T8 range and EOS 200 will not be seen in the UK in the foreseeable future.

The Van-Hoolised EOS 200 gains Van Hool seats and keeps the rear window which curves into the roof line, but the front profile is now more conventional with horizontal split screen replacing the former two-screen layout which is restored on the EOS 100 as sold in the UK.



Deauville: new dash helps update its image.

Kassbohrer's superb attention to detail drew many admiring glances. Distinguished by flop-eared driving mirrors, the new Setra 300 range bristles with innovation. Although reported to cost around £250 to replace, the mirrors offer excellent rear vision and a unique second lens in the top of the arm gives a precise image of the front, allowing close-up parking.

Driver and passenger areas came in for praise from Kortrijk judges. The 300 won two top awards ahead of rival, the Mercedes 0404.

Volvo's rear engined coach chassis pulls in the crowds

VOLVO'S new rear engined full-size coach chassis was one of the most powerful crowd pullers at Kortrijk. It was also, with its 12 litre TD122 producing up to 396 hp, just as powerful.

'The most important refinement in the D12 is not, however, the fact that the engine is in the 400 hp class or located at the very rear; it is that components from which it has been built are so standard, said Bjorn Larsson, recently appointed president of the Volvo Bus Corporation.

In fact the B12R and Volvo's mainstay B10M are only separated by 250 different components.

But UK operators will not be able to benefit from that sort of parts commonality; the B12R has not been tilt tested for the UK and, to be able to meet our exacting loading legislation, would need to be set in three axle form in Britain. Although the three axle version is available and was on show at Kortrijk, Volvo is adamant the B12R is not destined for the UK.

Volvo was showing three-bodied versions of the B12R at Kortrijk - by Berkhof, Van Hool (on the three axle version), and, making its all important drive into Europe, Plaxton.

Called the Prestige, Plaxton's new luxury coach will be sold initially in France by Volvo's subsidiary there. The first version which was making its debut at the show, will be built in 3.7-metre high-liner form.

Marketed as a top quality touring machine, standard spec on the Prestige includes 49 recliners - all with inertia reel seat belts - adjustable foot rests and fold down table. Sutrak air conditioning is a factory fitted option.

As in versions for the UK, the front and rear ends of the body are built using the innovative resin transfer mould (RTM) technique. Plaxton says it's stronger and is more easily repaired especially as it is fitted on the vehicle in smaller sections.

Above: Plaxton's new left hand drive Prestige coach was a debutant at Kortrijk. Right: Volvo's new rear engined B12R was also a crowd-puller.

'The launch into Europe of the all new Prestige is an important step for Plaxton', said managing director of manufacturing companies, Neil Beresford.

'We have designed it as a product which is suitable for most European markets and we will be developing sales in a number of carefully targeted territories.' But at the show, it was unsure which countries would follow France.

The first fully built version of Volvo's new midibus chassis, called, logically enough, the B6R was also attracting UK and Europe operators on to the Swedish giants' stand.

Two versions were shown bodied by Berkhof - as a city bus and as a two-door 37-seater coach version for the Dutch state-owned operator, NZH Travel.

Developed by Volvo's Austrian subsidiary Steyr, the B6R is derived from the FL6 light truck chassis. It is intended to offer Volvo customers on the continent a comfortable midi chassis for the first time and to take on the success of the Dennis Dart head on.

Following Coach & Bus at the NEC, that battle is already hotting up. Volvo announced just before the UK show that Brian Souter had ordered 200 B6Rs for Stagecoach.

At the show, it is said he wandered on to the Dennis stand and ordered another 101 Darts to add to his initial 55.

Over to you, Volvo.

Spartan impresses UK visitors to show

SURPRISE of the Kortrijk show for British operators starved of lightweight chassis is the US-made Spartan.

Spartan by name and spartan by nature, the fire-engine specialist from Michigan is already producing 160 to 180 units per month for its home market.

Western regional manager, David J Gruber, says the chassis can easily convert to UK spec. It is priced at £15,000 and the steel sprung rear-engined vehicle offers the simplicity of parallel ladder-frame, together with proven proprietory units - Cummins B series engine up to 230 bhp and Allison AT542 automatic gearbox. Air-suspension and air brakes are options - as are a range of nine to 11-metre chassis lengths

Mr Gruber said: 'Our bolted chassis construction allows us to build to individual customer requirements.'

Spanish coach may be heading for our roads

THE Irizar coach could be seen on UK roads.

A demand exists for the latest range of Spanish made vehicles, says its Belgian agent.

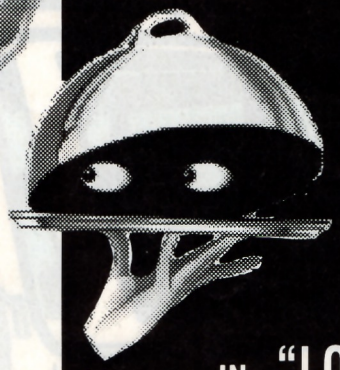
The 3.5-metre high Century is offered on five top selling rear-engined chassis - DAF, Scania, Mercedes, Volvo and MAN.

Its price is a competitive £130,000.

For that the operator gets a 3.5 m high coach that takes the 1990s fashion for a stylised split between cab area and passenger saloon (as seen on Caetano Algarve II, Setra 300 and Plaxton Prestige).

Novel features include large parallel lift side lockers with air-power assistance.

Irizar sells well in Spain and Portugal, but is making its first foray into Belgium and Germany.



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Huge coach facility to be built in southern France

Exclusive report from Coach & Bus '91

A BRITISH businessman is behind an ambitious scheme to build the ultimate coach stop in France.

Welcome Stop Orange, situated in the fork of routes to Spain and Italy, represents years of hard thinking and an £8.5 million investment instigated by Jerry Cathcart... a man who admits he'd never seen the inside of a coach before he hatched the plan.

The civil engineer and his fellow directors, including former Trathens man John Jones, plan to take over where Trathens left off in the early '80s, providing everything continental tour operations require with one single stop.

In the plans are 24-hour roadside maintenance and breakdown cover for every French route, a pool of low-cost shuttles and drivers to use in emergencies, restaurants, franchised shops, toilet drop, a pub, coach valeting and even a spares shop.

Site is at limit of tachograph for most of Europe.

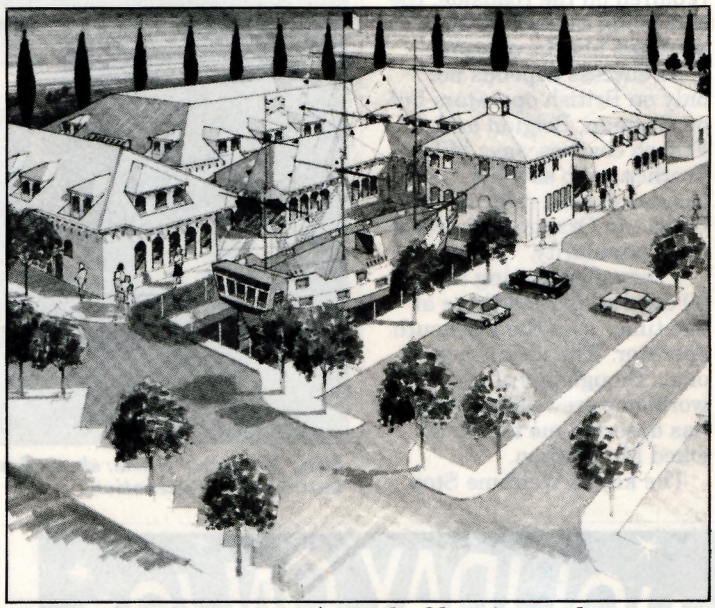
'We can have a coach cleaned, fuelled, passengers fed and ready to go within the hour,' promises businessman.

'This represents four or five years' research,' said sales and marketing director, Mike Gard at the launch of Welcome Stop Orange at Coach & Bus '91. 'It's an eight acre coach relay station with a great deal more. If you like, it's a new concept, using venture capital which is now secured.'

Building on Welcome Stop Orange - sited outside of the small town, north of Nimes - has just begun with a British labour force. It's scheduled to open its first phase in May 1992, though the company admitted that some work would probably continue into summer, with the targeted completion before the Olympics.

When complete, the facility offers a coach turnround of an hour per vehicle, by which time passengers will have eaten a meal, the coach will be thoroughly checked and topped up, valeted, the toilet dropped and relief driver will be aboard if required.

The computerised system swings into action when a coach arrives at the main gate. Within seconds, the gatehouse will have entered the size and nationality of the coach and the signal will have been passed on to the kitchens and workshop: 'A hot meal appropriate to the passengers' nationality is then being cooked before the passengers disembark. It will be ready within four minutes,' said Mr Cathcart.



Welcome Stop Orange: set to meet the Olympic crowds.

From the operator's viewpoint, Mr Cathcart's plans are more far-reaching than simply Welcome Stop Orange. Ultimately, a full CTS package, including breakdown and maintenance, will be on offer with three similar sites planned in France to ensure a fast response. Prices are not yet set, but Mr Cathcart expects a £300 per year price tag. The only other charge will be for parts and labour.

Larger operators will be encouraged to build their own parts pool at Welcome Stop Orange. This stock will be used exclusively for the operator in question and enables him to stock hard-to-get items at his prices where they will be needed most.

Mr Cathcart says prices will be set at a reasonable level, thanks to the use of venture capital to fund the plan: 'We haven't got to recoup money in the traditional way,' he said. 'We have secured our capital over 20 years, so we won't be working for the bank. We want to be in this business in 20 years time.'

There is space on the Orange site for operators to set up satellite offices, situated above the restaurant. Coach drivers requiring an eight-hour stop-over will be housed in purpose-built chalets, and will have their own social club with catering and a swimming pool away from the service area.

Welcome Stop Orange's

Continued overleaf

New French coach facility is near the tacho limit

own pool of drivers and two air-conditioned, fully refurbished Neoplan 'deckers - being completed at Trathens' workshops this winter - will be on standby. These will be used to carry passengers when a vehicle cannot be repaired on the roadside, the cost being carried by the CTS package, not the operator.

Its success depends not only on British operators but on German, Belgian and French coaches, says Mike Trathen, who saw his company's own relay station - Oasis - in Orange town reach huge popularity.

'I remember seeing almost 50 coaches parked there at one time,' said the Plymouth operator. 'The idea is a good one... though one of my workshop crew, John Jones, has deserted me to join it!' joked Mr Trathen.

The key to Welcome Stop Orange's success will hinge around its position - almost at the tacho limit for a single driver from the UK and much of Central Europe. But despite its European appeal, Mr Gard said there will be plenty of friendly English voices to greet drivers and coach parties.

Mike Trathens' Oasis: showed need for stop-over and maintenance operation.

Meadowhall offer woos coach operators

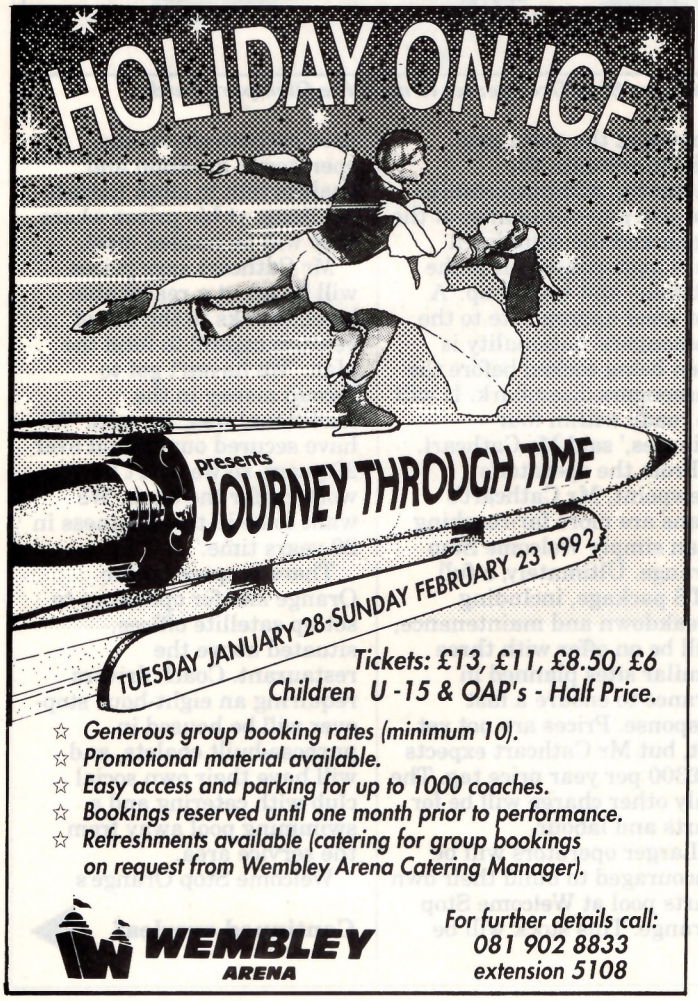
SHEFFIELD'S Meadowhall shopping centre is offering prizes of 10 hi-fi music systems to coach operators.

The Meadowhall Bonanza places all operators booking into the centre for a visit into a draw for the portable Philips systems. But passengers and drivers, too, get a handout.

Drivers get a lunch, courtesy of the giant complex, while shoppers are greeted on arrival by a hostess and given a sheet of discount vouchers.

'In the run-up to Christmas we want to encourage coach operators to choose Meadowhall,' said marketing manager, Helen Boothman.

Full details of the offer are from Meadowhall on 0742 568800.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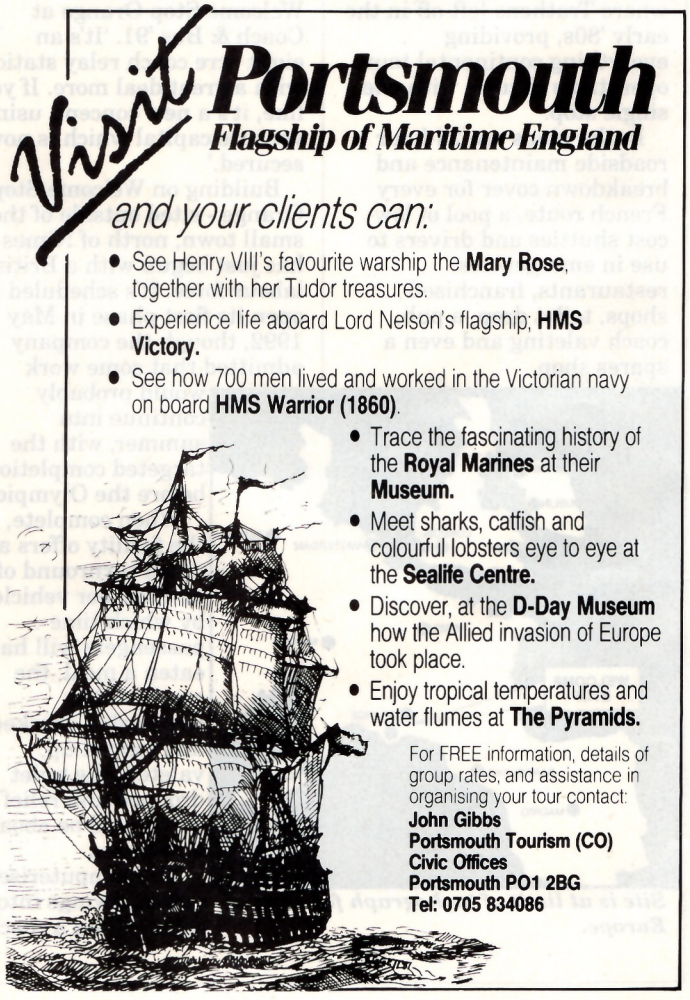
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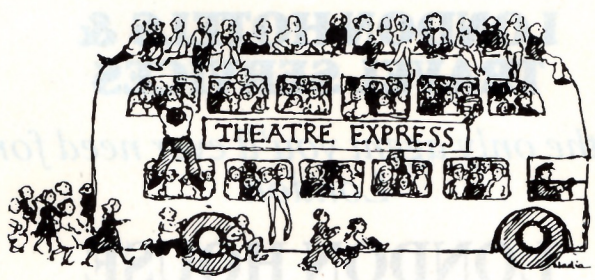

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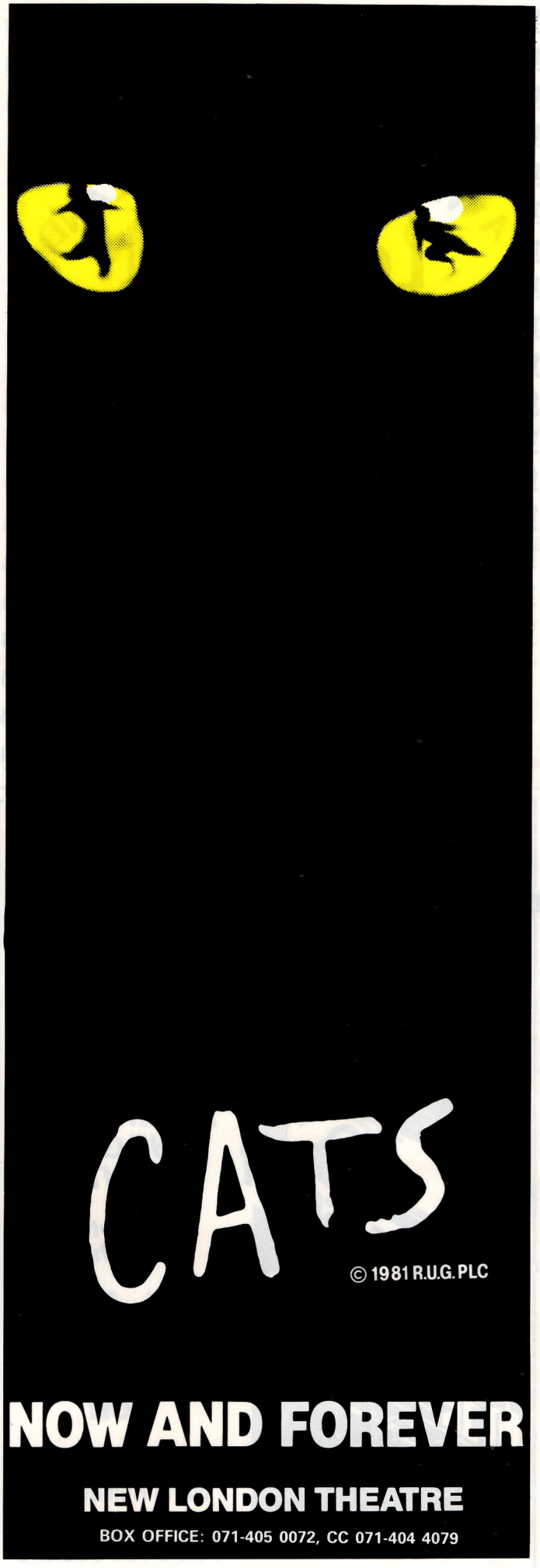

● THE Institute of Travel and Tourism heard fighting talk at Salou when CTC chairman, Gerry Topiol, took centre stage.

The ITT's conference went hours without a mention of coaches, much to Mr Topiol's disgust, until he took the rostrum and told delegates what the CTC has planned for the future of coaching. As a result, the publisher of *Travel News* spoke to him afterwards with a view to profiling the CTC.

Since the conference, the Spanish destination has begun a campaign to bring more coach tourism into Salou with the full backing of the local trade association. It is not known whether this was a result of the ITT conference.

● DOVER Harbour Board and Dennis Printing - a brochure maker - have joined the CTC, together with three more coach operators.

In a bid to bring in further members, the CTC last week canvassed operators at the Coach & Bus '91 show, offering one free membership a day for those who signed on the bottom line. The stand, manned voluntarily, approached every exhibitor with the CTC's message.

● THE CTC's regular newsletter has been redesigned, and operators asked to contribute directly to it via administrator, Derrick Alsop.

Letters, opinions and testimonials are all welcome. Send them to Derrick Alsop, 2 Sandown Road, Toton, Nottingham, NG9 6GN. Membership enquiries can also be forwarded through Derrick.

● FOLLOWING two years of campaigning within the trade, the CTC is to add public campaigns to its profile during 1992. The Coaching For Pleasure Day will continue as the major annual initiative, but other campaigns, including a Press day and roadshows, are being discussed by the board.

● OPEN meetings for all CTC members should be arranged on a regular basis, say board members.

The success of the Catamaran Cruisers event at which EuroDisney sales director, Tom Allen, stood in the firing line has prompted calls for more member involvement.

On the drawing board are plans for open forums and a social evening, tied in with a familiarisation visit. Board members will discuss it next month.

£1m cash call for West Country from Swallow group

SWALLOW Hotels has called for a cash injection from hoteliers to boost overseas tourism in the West Country.

Following the opening of the £40 million, 240-room Swallow Hotel in Bristol, marketing director, Neal Crocker, has called for a massive effort to promote the region to incoming tourists... and has offered £10,000 to get the ball rolling.

'The West Country is the premier holiday region in England, attracting 20 million visitors annually,' he said. 'It is a mistake not to promote this as a world destination.'

Providing other hoteliers chip in, Mr Crocker says his hotel group will stump up a percentage of the £1 million campaign he is proposing: 'The regional tourist board does an excellent job within the UK but deserves to be given the resources for the real challenge of winning a larger share of international tourism markets.'

The West Country Tourist Board's Mike Weaver welcomed the offer and said he would be making it a priority to discuss the idea with Swallow Hotels.

'As with all tourism offices, our funding is limited,' he told *Coachmart*. 'But I will be organising a meeting with Swallow Hotels in Bristol in order to harness this splendid offer.'

Mr Weaver said funding was tighter than ever, and project commitment sometimes meant a 'slush fund' of cash to react to crises was not available.

'This would go a long way towards launching a solid marketing exercise. It's a great big world and it's possible to spend money endlessly. But this is, by any standard, big money.'

Mr Weaver said overseas tourists accounted for between 10 and 12 percent of a total annual tourism income of around £2 billion for the West Country.

Cheap Channel Island hops are announced

BRITISH Channel Island Ferries has launched its 1992 group travel packages, including day trips for £18 a head and two-night breaks from £60.

The ferry company, with its base in Poole, says it is ideally situated to take advantage of South Coast tour traffic and trips can be dovetailed into tour itineraries. Its commitment to coach operation is marked by the fact that it chose Coach & Bus '91 to issue advance copies of the brochure.

From April to October 1992, Jersey Mini-Cruises cost just £23 a head for 10 or more people. The cruise starts with a night crossing to give a full day on the island, followed by another night sailing.

Mini-cruises are also available to Guernsey, and Guernsey Hoppers are priced at just £18 a head from March to October. A variety of island breaks are sold by BCIF, inclusive of hotels, at £60 upwards.

For full details contact Jane Handscombe, Tel: 0202 681155.

Rochester's free offer

ROCHESTER upon Medway is offering free itinerary planning to operators promoting its major festivals next year.

The tourism information centre says it can put coaches on the right track for events such as the Sweeps' Festival (May 1-4), Dickens Festival (May 28-31), Medway Festival (July 3-13), Open Air Concerts (Jazz on July 31 and classical on August 1), Norman Rochester (August 28-31) and Dickensian Christmas (December 5-6).

The area offers its castle, the Charles Dickens Centre, Chatham Historic Dockyard and Ford Amherst among many attractions suitable for both domestic and incoming groups.

More details from the TIC on 0634 843666.

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Hotel Campanile Berthier	1 Night	£28 Nett	£27 Nett
	2 Nights	£43	£42
Hotel Campanile Bobigny	1 Night	£24	£23
	2 Nights	£36	£35
Hotel Arcade La Villette	1 Night	£27	£26
	2 Nights	£41	£39

All of the above Paris prices include return ship crossing from Dover or Folkestone, and include 1 or 2 nights bed and breakfast at the above hotels sharing a twin room on a Friday/Saturday night.

All local service charges and VAT

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	6 Nights	**£180**
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2 nights Bed and Breakfast at the Royal Hotel in Bray (Sunday night and Friday night). 4 nights bed and breakfast at the Allingham Arms Hotel sharing a twin room (Monday-Friday). All local service charges and VAT.
Return sailings from Holyhead on Sealink Stena Line

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Survey shows liking for short breaks

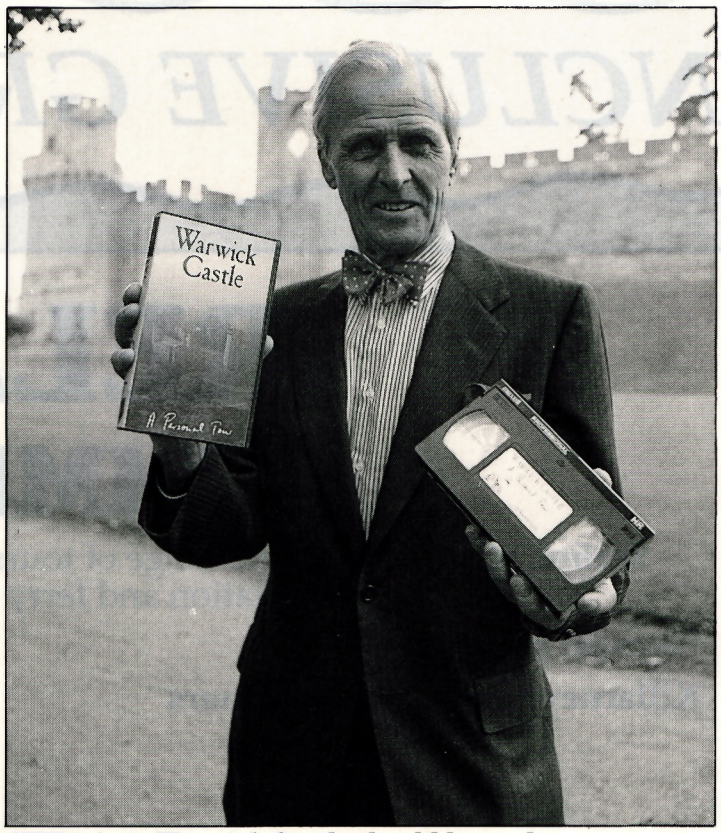
ALMOST half of a sample of Rainbow Holidays' guests are taking three or more short breaks a year.

A survey by the York-based tour operation discovered that a third of the sample - 73 percent of whom were over 40 - would like to try a themed break, and a fifth would go for a sporting break.

Only 14 percent looked for hotels with health clubs, and only nine percent were interested in arts appreciation and connoisseur breaks, such as wine tasting or museum visits.

'Hideaway' destinations tucked into the countryside were preferred by six percent of guests.

But the sheer popularity of short breaks is underlined by the fact that four percent of Rainbow's holidaymakers took one at least every month.



THE trip to Warwick Castle should be made more interesting by a half-hour video charting its rich history.

The castle's curator, Paul Barker (pictured), narrates a whistle-stop tour of the ancient seat - established by William the Conquerer - and gives the kind of background which will make a visit more enjoyable.

A FURTHER FIVE percent discount on the normal 10 is the out-of-season offer being made by Tower Hill Pageant - the museum exhibition which combines computers with archaeology.

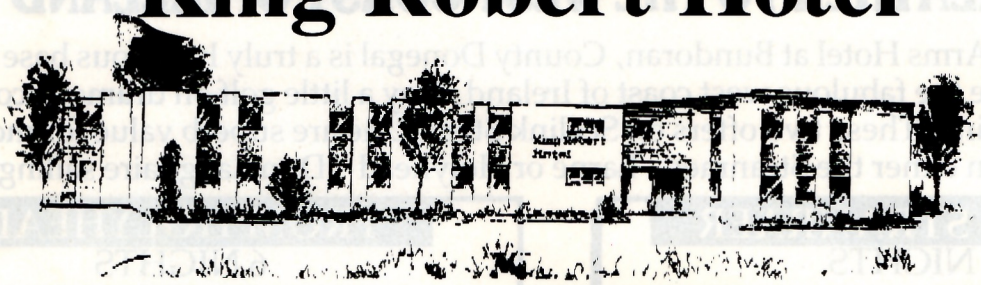
The normal admission of £4.50 for adults drops to £3.83 from November to March, while the combined Pageant and Museum of London ticket is £5.10, down from £6.

The Pageant features a 'dark ride', past displays of London's history from Roman times to the present day. The ride is suitable for all incoming groups, with personal stereo tapes in four languages available.

The visit includes the Waterfront Finds Museum, with 1,000 artefacts found along the River Thames in the last 20 years.

Details of Tower Hill Pageant are from Sandy Moretto, Tel: 071 702 0982.

King Robert Hotel



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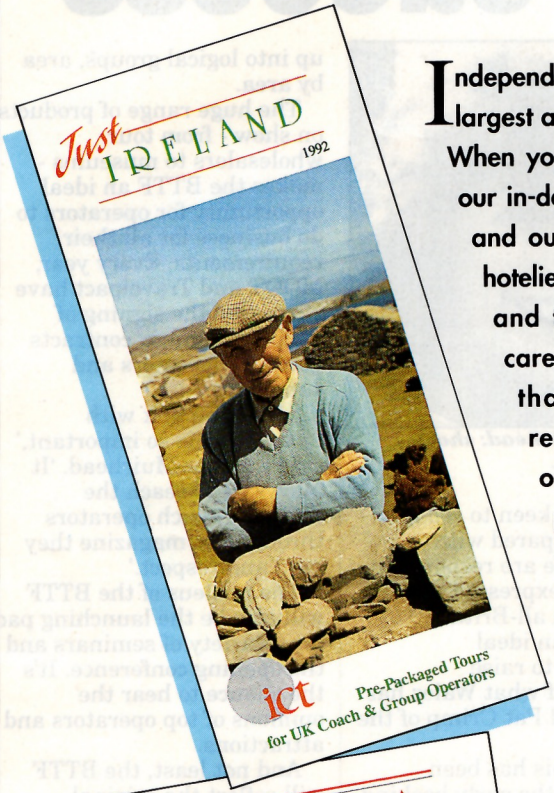

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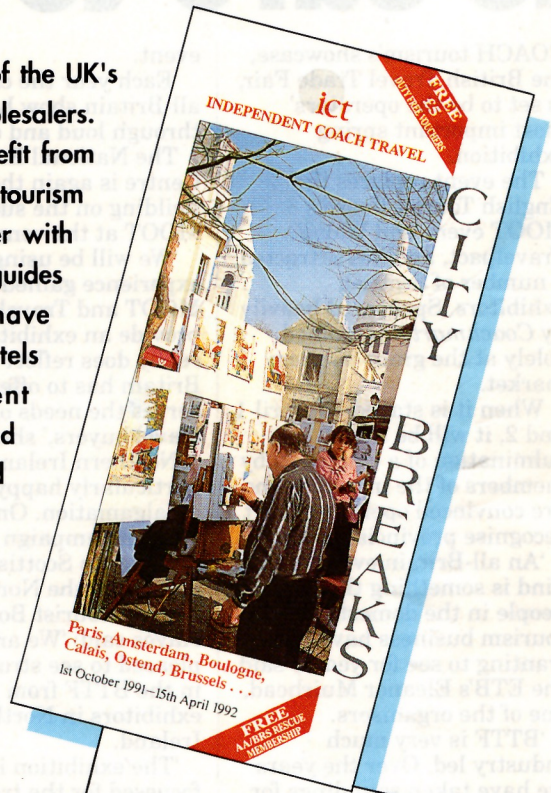
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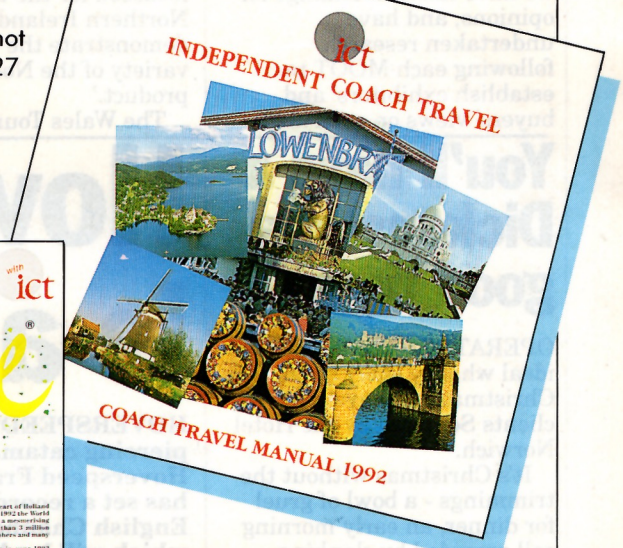

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British Travel Trade Fair is sure to be a success

COACH tourism's showcase, the British Travel Trade Fair, is set to be the operators' most important spring exhibition.

The event replaces the English Tourist Board's MOOT event and Wales' Travelpact, and has attracted a number of Scottish exhibitors. Sponsored heavily by *Coachmart,* it is aimed solely at the group tourism market.

When it is staged on April 1 and 2, it will be the culmination of a campaign by members of the industry who are convinced operators don't recognise provincial borders.

'An all-Britain event of this kind is something that many people in the domestic tourism business have been wanting to see for years,' said the ETB's Eleanor Muirhead, one of the organisers.

'BTTF is very much industry led. Over the years we have taken soundings for opinions, and have undertaken research following each MOOT to establish exhibitors' and buyers' views on such an event.

'Each year the call for an all-Britain show has come through loud and clear.'

The National Exhibition Centre is again the venue, building on the success of MOOT at the venue.

'We will be using the experience gained from MOOT and Travelpact to provide an exhibition which really does reflect the best Britain has to offer and which serves the needs of group travel buyers,' she says.

Northern Ireland is particularly happy with the amalgamation. On the eve of a major campaign to sell the province to Scottish operators, the Northern Ireland Tourist Board's Mark Hayes said: 'We are very pleased to see strong interest in the BTTF from potential exhibitors in Northern Ireland.

'The exhibition is ideally focussed for the trade in Northern Ireland to demonstrate the quality and variety of the Northern Irish product.'

Eleanor Muirhead: show is industry led.

The Wales Tourist Board is particularly keen to see its product compared with England: 'We are responding to a clearly expressed wish in Wales for an all-Britain event. It is an ideal opportunity to raise awareness of what Wales has to offer,' said Pat Crimp of the WTB.

Proof of this has been provided by the early booking of stand space at BTTF.

The show is expected to feature around 300 exhibitors, with a ceiling of 325. The hall will be broken up into logical groups, area by area.

The huge range of products on show - from tour wholesalers to museums - makes the BTTF an ideal opportunity for operators to do business for all their requirements. Every year, MOOT and Travelpact have witnessed the signing of major and minor contracts between operators and suppliers.

'Here, the link with *Coachmart* is so important,' said Eleanor Muirhead. 'It allows us to reach the country's coach operators through the magazine they read and respect.'

The nucleus of the BTTF will also be the launching pad for a variety of seminars and the opening conference. It's the chance to hear the opinions of top operators and attractions.

And not least, the BTTF will reflect the original concept of MOOT - to be a meeting place for operators.

Details are available from the BTTF '92 Office, PO Box 2802, London W6.

You'll have a Dickens of a good time

OPERATORS looking for the ideal whacky short break this Christmas can have their clients Scrooged by the Hotel Norwich.

It's Christmas without the trimmings - a bowl of gruel for dinner, an early morning call provided by clanking chains outside the bedroom door and a guided walk to the dungeons and prison.

'We provide an escape route for people who say "Baah, humbug" to Christmas, and the numbers continue to grow,' said Peter Mackness, hotel general manager.

Three night breaks cost £52.50 at rack rate, with discounts for groups.

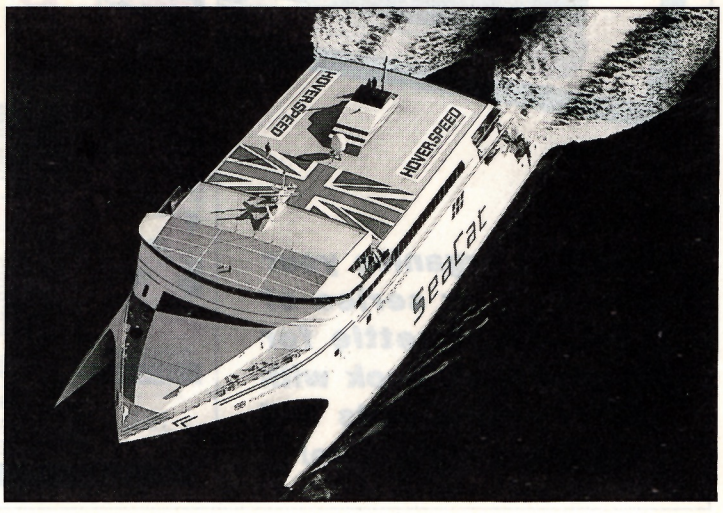
Details on 0603 760260.

Hoverspeed France is a record-breaker

HOVERSPEED'S wave-piercing catamaran Hoverspeed France (right) has set a record for an English Channel crossing which will be difficult even for the Eurotunnel train to beat.

The high-speed craft made the trip in 34 minutes and 23 seconds from Dover to Calais, beating Townsend Thoresen's Pride of Free Enterprise, which took 52 minutes and 49 seconds in 1982.

Average speed was around 38 knots.



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Blencarn Hotel

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- ★ Coach Parking
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- ★ Close to town
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"The hotel with the friendly atmosphere"

(21660/CWL)

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Situated 8 miles PARIS, also within easy reach of EURODISNEY, on the banks of the River Seine.

53 LUXURY MOBILE HOMES
(all 6 berth — fully equipped)

On-site amenities include:
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SITE OPEN ALL YEAR

BOOKING NOW FOR 1992

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SEAVIEW ROAD,
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Also, small group bookings for Christmas available
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(19730/CWL)

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New frame tents. Available for group hire from 12th April 1992. On quality camp site close to Europe's No. 1 Theme Park.

Ideal family accom!
From £9.50 p.p.p.n.

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(10790/CWL)

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Jean or Bill Crabtree
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Fax. 872023

facing seafront & Japanese Gardens

(21167/CWL)

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(20152 CWL)

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(22193/CWL)

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★ 16 en suite ★

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at the

Medehemstede Hotel

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BARGAIN BUS

1969 AEC SWIFT SERVICE BUS
42 seats, 16 standees, MoT 10/6/92.
£1,500 ono + VAT
Tel. (0798) 873581
(22191/BB)

BARGAIN BUS

BEDFORD
PJK, 29 seater, 1980 W, air doors, year's MoT, **£4,650**
1983 SWB TRANSIT
12 seater, year's MoT, PSV, spotless, **£1,650 + VAT**
Tel. (0883) 345699 (Caterham)
(22216/BAR)

BARGAIN BUS

1974 (N) LEYLAND LEOPARD DERWENT SERVICE BUS
Semi automatic, 12 months MoT.
£3,500 + VAT
Tel: 0204 668112 (Bolton).
Also Almex Ticket equipment from £35 + VAT.
Telephone for details
(22246/BAR)

BARGAIN BUS

1983 MERCEDES 508D
19 seater, Reebur conversion, tested September 1992, good all round condition, recent respray, in two pack white.
£5,850 + VAT ono
Tel: 0324 713137
(22238/BAR)

BARGAIN BUS

BEDFORD 500 (S REG)
Dominant I, Grant doors, 45 seater, 11 months MoT, 6 months tax.
£4,200 + VAT
Tel. 0254 704841 (Lancs)
(22094/BAR)

AEC

1979 DOMINANT II Express 760, s/a, 53 seats, heated windscreen, curtains, taxed and tested to 1/3/92. Hi-line needed, hence sale. **£5,000 plus VAT. Tel. 081 845 6637.** (22232/AEC)

1976 AEC EXECUTIVE. 44 seats, Plaxton Supreme, Bristol Dome, p/d, full air conditioning, one of the only two built in this country. Taxed and MoT, very smart in good condition. **1977** AEC, 57 seats, Duple Dominant II, taxed and MoT, good condition. Interested? **Tel. 0942 884844 days or 061 790 9976 eves. for prices and more details.** (22202/AEC)

AEC 760 S/A Dominant (T reg), 53 seats, good condition, full test, in daily use, not on service work, heated screen. **£5,900 ono + VAT. Tel. 0207 71792/71916.** (22195/AEC)

PLAXTON SUPREME 3200, 1977, 53 seats, MoT to August 1992, recent engine. **£5,500 + VAT. Tel. P. Bowran, PMT 0782 744 744.** (22198/AEC)

BEDFORD

1978 BEDFORD YMT, 53 seats, tested 25/4/92, Duple Dominant II, recently rebuilt engine, wheel discs. **£2,950 + VAT**

1977 BEDFORD YMT, 53 seats, tested 19/11/91, Plaxton Supreme 3. **£4,500 + VAT**

Tel. 081-858 0031
(10899/BE)

BEDFORD

1981 BEDFORD YMT 500 TURBO DOMINANT 11, 53 seats. **£9,000**
1978 BEDFORD YNT 500 DOMINANT II, 53 seats. **£5,000**
1980 BEDFORD PJK DOMINANT, 29 seats. **£6,000**
All vehicles are resprayed in white
MoT'd and subject to VAT @ 17.5%
PENT RISE TRAVEL
0202 579592
(22210/BE)

BEDFORD PJK
29 SEATER, 1982
12 months test and taxed, owned by us since new, good condition, clean inside and out, sale due to update of fleet.
£8,500 + VAT ono
Tel. 061 624 7316
(22213/BE)

1980 BEDFORD PJK, 29 seater, very good condition, only 205,000 km from new, all white, unlettered, 12 months MoT, must be seen. **£6,750. Crossgate Coaches. Tel. 0597 851226/851207.** (22222/BE)

BEDFORD PJK DUPLE BODY. Rear end accident damage, new body and alternator fitted, power door, tidy interior, spares or repair. **£1,300 + VAT. Tel. 0254 704841 (Lancs).** (22244/BE)

1984 BEDFORD PLAXTON, 53 seater, good condition. **£19,995 + VAT.** For details, **tel: 081 893 2030 (Middlesex).** (22174/BE)

1984 BEDFORD YNT, Wrights Contour, 53 recliners, MoT May 1992, very good condition. **£19,500 + VAT ono. Tel. 0203 373439 (Nuneaton).** (22067/BED)

S REG BEDFORD YMT, 53 seater, Dominant II Bristol Dome, taxed, no MoT, worth looking at for the price. **£2,000 + VAT. Tel. 0925 415299.** (22091/BED)

DOMINANT I YRT, 53 seater, Bristol Dome, Telma, MoT January 1992, private plate, extremely good condition, very smart. **£2,000. Tel. 0860 785500.** (22121/BE)

BEDFORD SUPREME III, 1977, 10 metre, YLQ 500, 45 seater, new tyres, batteries, tested March 1992, manual door. **£3,250 + VAT. Tel: Turbostyle 0293 862595 (Surrey).** (22131/BE)

S REG BEDFORD YMT Plaxton Supreme, 53 seats, tinted windows, 12 months test, taxed, excellent condition. **£4,250 ono + VAT. Johnsons, 0945 772477 (Norfolk).** (22194/BE)

1977 Bedford YMT Moseley Estoril II, 53 seater, body in above average condition, MoT October 1992. **£2,850 + VAT. Greys of Ely. Tel. 0353 662300.** (22069/BE)

BEDFORD UNICAR YMT, first reg May 1980, 53 seater, new MoT, ideal for works and school contracts. **£2,500 ono + VAT. Tel. 0703 663700.** (22132/BE)

1979 BEDFORD YLQ PLAXTON SUPREME. MoT 6/92, taxed. **£4,750 + VAT. Tel. 0934 833177.** (22116/BE)

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BOVA EUROPA
52 seats plus courier, choice of two 1982's, 11 months test.
£20,000 each ono + VAT
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1985 BOVA FUTURA, 49 + courier, curtains, d/glazing, Webasto, sunken toilet, water boiler, wired TV, video and PA, MoT January/March 1992, will MoT if required. **Choice of two.** Identical coaches. **Bargain price £35,000 ono. Tel. 0495 303148 (work) or 308333 (home) or 303115 (home).** (22218/BO)

DAF

1983 PP DAF
2300 Jonckheere P599, 68 seater + courier, 4 TVs, video, radio/PA, coffee boiler, tinted windows, toilet, fully carpeted, curtains.
Make me an offer
Part exchange is most welcome
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(22207/VO)

DOUBLE DECKERS

1978 BRISTOL VRT, 74 seats, MoT to September 1992. **£4,900 + VAT. Tel. P. Bowran, PMT 0782 744 744.** (22196/DD)

KASSBOHRER S228 DT
Private plate, 74 seats, rebuilt 1991, very good condition, 160,000 km, MoT, kitchen, toilet, Blaupunkt radio and PA system.
£95,000 + VAT
Tel: 0522 690020
(22156/DD)

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1980 FORD DOMINANT II, 53 seats – retrimmed, Bristol Dome, side lockers, twin tanks, POD radio/PA, new MoT. **£6,950 + VAT.**

1979 FORD PLAXTON SUPREME, engine overhauled, October 1991, POD, MoT May 1992. **£5,250 + VAT.**

1972 VICEROY, MoT December 1991, excellent example of this model. **£2,000 + VAT.**

All the above vehicles are maintained to the highest standards. They are all FTA Inspected. One of the above must go to make way for new vehicle.

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(22200/FO)

FORD

FORD R1114 PLAXTON SUPREME GT

1981, 53 recliners, Telma, curtains, soft trim, lockers, radio/PA, cassette, tinted, tested 8/92, very good condition. **Offers**
Telephone (0333) 26109
Fife, Scotland
(22205/FO)

1976 FORD, 53 seats, Duple Dominant I, power door, will have new test. For price and details, **tel: 0942 884844 days or 061 790 9976 eves.** (22201/FO)

1976 FORD DUPLE. Short MoT, 49 seats. **£999 ono + VAT. Tel. 021 555 6262.** (10707/FO)

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NEW UNREGISTERED ELME ORION

39 seater coach Leyland Swift, Courier seat, forced air ventilation, reading lights, tinted glass, large boot.
£45,500 + VAT
Tel. 0253 727211 *For Full Details 24 hr Answerphone*
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REBODIED LEYLAND LEOPARD to PLAXTON PARAMOUNT 2300. 53 seater in November 1984. COF April 1992, air door, radio etc, beautiful condition, surplus to requirement, reg number AEH 227A. Only **£17,000 + VAT. 1987** LEYLAND TIGER DUPLE 320 EXEC, 50 r/seats, toilet, private plate, COF January 1992. Only **£44,000 + VAT. Tel. 0371 872644.** (22231/LE)

1979 LEYLAND LEOPARD, 48 seat Plaxton Supreme, MoT 5/92. **£6,500 + VAT. Tel. IOW (0983) 522456 ext 239.** (22052/LE)

1985 TIGER 24S CARIBBEAN 11, 48 recliners plus courier, rear sunken toilet, d/glazed, Webasto, radio/pa, video, speed limiter, in pristine condition. **£29,500 + VAT. Tel. 0623 870655/ 871577 any trial.** (10713/LE)

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1983 LEOPARD WADHAM STRINGER VANGUARD.
680 rationalised engine, 6 speed ZF gearbox. **£6,500**

1983 TIGER MARSHALL BODY TL11T,
6 speed ZF gearbox. **£9,500**

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53 seater, semi auto express doors, long MoT, Taxed, New gearbox, Choice of two from
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PSV PRODUCTS
061-273 3202
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LEYLAND NATIONALS with and without MoT **from £3,000 + VAT.** Leyland Leopards, 1978, 49 seats, MoT January 1992. **£4,500 + VAT.** Also three defective 1978 Leopards. **£5,000 + VAT. Tel. P. Bowran, PMT 0782 744 744.** (22197/LE)

LEYLAND NATIONALS, all tested, in daily use, choice of 10, 52 seater with standees. Prices from **£3,000 each + VAT. Tel. 0484 545241.** (22068/LE)

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…ot drinks, excellent
…ndition, any inspection welcome.
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LEYLAND

1979 LEYLAND LEOPARD DUPLE DOMINANT MKII
53 seats + courier, semi-auto, tinted windows, new boot, power door.
£11,500 ono + VAT
1981 PP LEYLAND LEOPARD PLAXTON SUPREME V
48 E-type recliner, toilet, semi-auto, tinted windows, power door, drinks machine.
£19,000 ono + VAT
1981 PP LEYLAND TIGER DUPLE DOMINANT IV
48 E-type recliners, toilet, hydracyclic, tinted double glazed windows, power door, drinks machine.
£23,500 ono + VAT
1982 PP LEYLAND TIGER DUPLE DOMINANT III GOLDLINER
46 recliners, toilet, ZF, tinted double glazed windows, recent boot, power door, full soft trim.
£17,000 ono + VAT
Also 8 various Leyland Atlantean (AN 68) M-P Reg.
BEST OFFER SECURES
Tel. Mike on 061 367 8989
(22061/LE)

1983 LEYLAND TIGER
245 H.Y.D. Duple Lazer, 48 recliners & courier, toilet, servery, MoT 25/3/92.
£21,750 ono may p/x
Tel. 0290 61300 office 61647 home
(22092/LE)

1981 (W REG) LEYLAND LEOPARD
53 seats, tested 17/5/92, Plaxton Supreme 4, wheel discs, still in daily use, radio PA.
£12,500 + VAT
Tel. 081-858 0031
(22051/LEY)

MAN VW

MAN SR 280 1980
P/P, 53 recliners, really reliable vehicle, full year's MoT, taxed.
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Tel. (0643) 821883 Somerset
(22253/MAN)

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1984 MERCEDES 813, 6 cylinder coach, 29 seats + courier, coachbuilt body, plug door, radio, MoT April '92, excellent condition, **£9,000 + VAT. Tel. (0229) 861262.** (22248/ME)

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1983 MERCEDES 608D
21 reclining seats, excellent condition inside and out, MoT August 1992, just resprayed in white.
£9,000 + VAT
Tel: 0256 397270
(22110/ME)

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SETRA DECKER, S228 DT, 1986, 75 recliners, full spec, immaculate condition, new engine just fitted with warranty. **£85,000 + VAT. Tel. 0423 883203.** (22167/SE)

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LEYLAND NATIONALS, 1978/9, 36 seats, dual doors, excellent condition, currently in everyday service, long test. **£3,500 + VAT. Also** always wanted Bristol RE's, any condition. **Tel. 061 343 3517.** (22255/SD)

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SPECIAL OFFER
1984 VOLVO B10M DUPLE CARIBBEAN, 49 seater, toilet fitted
1982 VOLVO B10 JONCKHEERE BERMUDA, 49 seater, toilet and TV fitted
1982 VOLVO B10 JONCKHEERE BERMUDA, 49 seater, toilet fitted.
Available for immediate inspection in Cambridgeshire.
For further details contact
MATTHEW DEW PHENNICUS LTD
Tel. 0480 891642 or 0836 215379 eves
(10896/VO)

1981 PP VOLVO
B58 Viewmaster, 28 reclining seats, toilet, two TVs and video, 6 tables with lamps, full kitchen which includes fridge, servery bar, sink, coffee machine, tinted windows, air door, curtains, fully carpeted, a truly magnificent vehicle.
Make me an offer
Part exchange is most welcome
Tel: 061 480 0617 or 0831 267566
(22209/VO)

1981 PP VOLVO
B58 Viewmaster, 50 recliners, tinted windows, radio PA, power door, under floor lockers.
MAKE ME AN OFFER
Part exchange is most welcome
Tel. 061 480 0617 or 0831 267566
(22208/VO)

VOLVO

1980 VOLVO B58 PLAXTON 12 MTR
57 seater, side locker, tinted glass, radio cassette PA, power door, brown moquette, speed limiter, long MoT.
OFFERS
Tel. (0403) 65313
(22247/VO)

1983 VOLVO B10M
Paramount 3500
6 speed, 49 reclining seats, toilet, wired for video.
£37,000 + VAT
1984 VOLVO B10M
GT Berkhof
12 speed, 60 reclining seats, toilet, wired for video.
£36,000 + VAT
Tel. 0271 43538
(10703/VO)

1974 VOLVO, 49 seater coach, vgc, 6 speed ZF box. **Tel. 0831 254460 or 0695 622427 anytime.** (22256/VO)

MINIBUSES

MERCEDES 609D
E Reg, 24 seats, blue/grey moquette, luggage racks, boot.
£14,995 + VAT
Tel. (0732) 366553 366602 day or 0622 814479 eves
(22187/MB)

1987 (E) TALBOT EXPRESS, LWB Diesel, 12/14 seats, high roof, 58,000 genuine miles, MoT July '92, excellent condition, **£5,750 ono + VAT. Tel. (0437) 710337 (South Wales).** (22239/MB)

EXCHANGE WANTED. 1988 FX4 plus taxicab engine, reconditioned cab, refurbished, MoT, taxed UK August 1992, blue, mint condition, for Talbot Tri-Axle Pullman. **Tel. 010 353 51 86605.** (22259/MB)

1986 FORD TRANSIT SWB, new shape, 11 seater, good condition, COF 1992. **£3,000 + VAT. Tel. 091 265 6747.** (22260/MB)

1988 MERCEDES 407D, Coachcraft conversion, twelve months warranty on brand new engine or 30,000 miles, 15 seater or 12 seater with two wheelchairs, Enderson Hideaway lift, will sell with or without lift. Price with **£12,500 + VAT.** Without **£10,500 + VAT. Tel: 0709 875358.** (22257/MB)

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15 seat PSV bus, diesel engine — **1 ONLY £15,000**
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12 seats. Diesel engine — **1 ONLY £11,500**

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14 to 16 seat luxury, diesel engine — **£15,800**
LEYLAND DAF V400 RED ROSE
16 seat luxury, high roof, diesel engine — **£17,650**
MERCEDES-BENZ 410
15 or 16 seat luxury, 5 cylinder diesel engine — **£22,250**
NISSAN URBUS
12 seat, diesel engine — **£10,500**
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16 seat plus standees, diesel engine — **From £21,750**

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Conversions on any make of new or used van to your specification. Phone for details.
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061·832 8406 **Evening 061·370 1039**
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ON THE ROAD £27,500 + VAT

FINANCE ARRANGED

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(21904/MB)

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A unique opportunity to buy high quality stage and community specification PSV's from stock at UNREPEATABLE PRICES.

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evening 021 429 6494
021 477 6319

(22235/MB)

1986 MERCEDES 307 D

12 seater, exterior white, high roof, tacho, new king pins, drums and discs, etc., MoT 3/4/92.

£6,000 ono + VAT

Tel. 061 789 3369/2147

(22242/MB)

1981 FORD TRANSIT, 12 seats, York engine, bodywork needs attention but mechanically sound, engine app 20,000 miles, PSV November 1991. **£950 + VAT. Tel. 0742 399231.** (22150/MB)

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85 TRANSIT 16 Di coach seats, testing.
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85 LEYLAND DOYEN, full spec executive.
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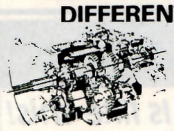

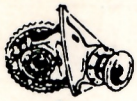

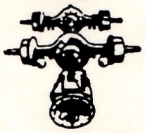

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minimum 25 words			
☐ x 50p = £ ☐	☐ x £25 = £ ☐	☐ x £27 = £ ☐	☐ x £8 = £ ☐
No of words + VAT	No of weeks + VAT	No of weeks + VAT	No of weeks + VAT

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1988 (E) LAG PANORAMIC. 49 and courier, C/S toilet, 2 screen video, water boiler, fridge, bunk, double glazed, retarder, Webasto, air conditioning, finished in white. Available for sale or hire.

1987 SCANIA K112/PLAXTON 3500. Telma retarder, 51/55 (demountable). Video system, water boiler, double glazed with curtains, centre toilet, steps and Cont. door.

1986 LAG PANORAMIC INTEGRAL KITCHEN COACH, 46 reclining seats, with rear servery, full air conditioning, centre toilet, continental step, water boiler, fridge plus usual executive features.

1985 'C' DAF MB 230 LAG GALAXY. High floor, 49/53 demountable, sunken rear toilet, TV & video, boiler, bunk, double glazed, Webasto, carpets & curtains, retrimmed throughout in brown. Finished in white.

1984 MERCEDES V8 NEOPLAN CLUBLINER. 59 seater, radio, PA, tape, 5 TV and video, 1 table, curtains, blinds, tinted glass, Webasto, 2 power entrance doors, toilet, water heater, courier seat, coffee machine, kitchen, bunk and soft trim. Long MoT.

1984 BOVA EUROPA MARK 3. 49 recliners, ZF reconditioned gearbox, new clutch, 265 bhp, toilet, TV/video equipment, Webasto, Nomad drinks machine, carpets, curtains, courier seat, radio/PA and tape, plug door, repainted in white.

1980 DAF PLAXTON SUPREME 4. 57 seater, radio, PA, tape, side lockers, power door, new MoT.

1976 LEYLAND LEOPARD/DUPLE DOMINANT. 51 seats, semi-auto, Grant doors, long MoT.

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